



FIGURE 1  
SYSTEM CONFIGURATION

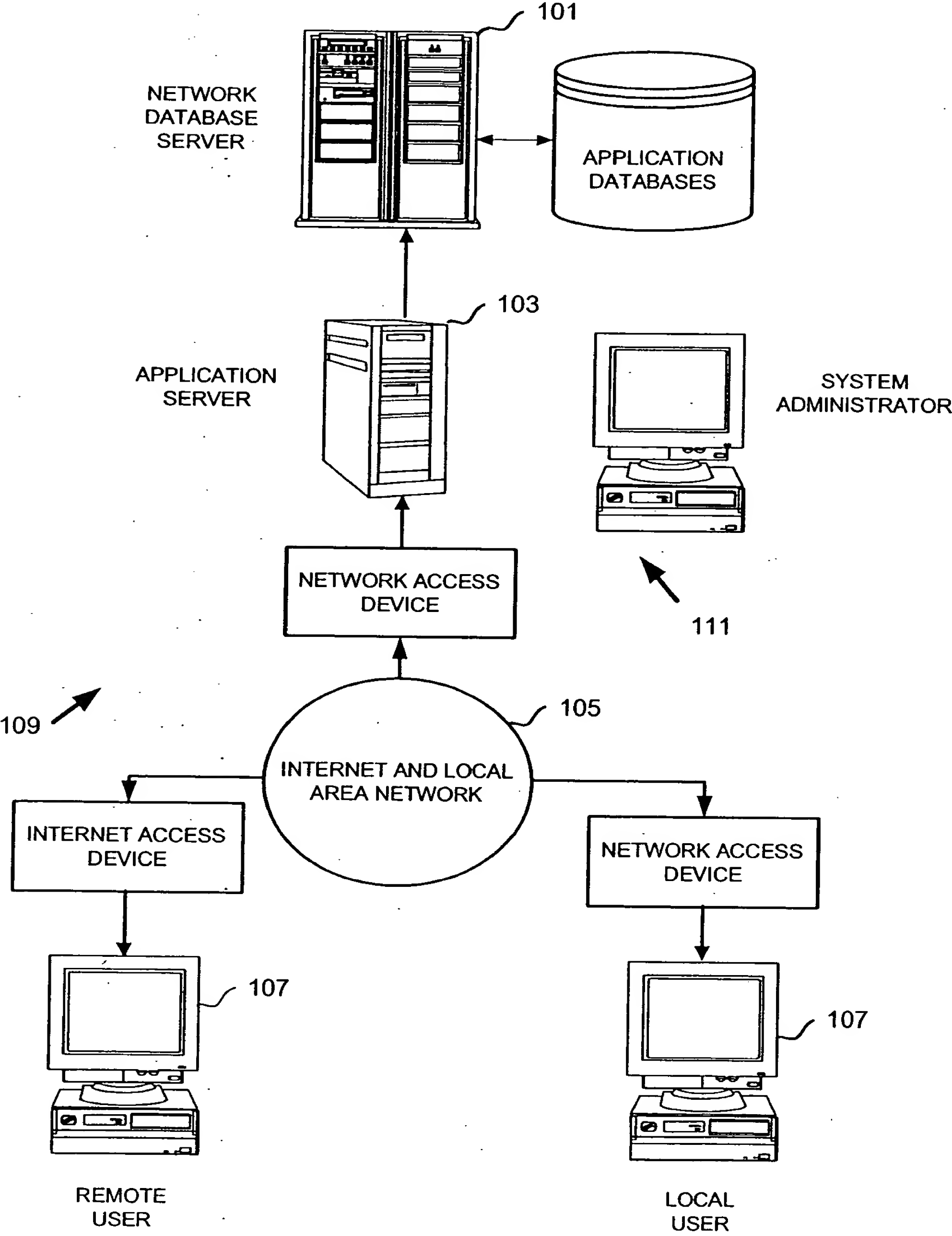


FIGURE 2.A:  
METHOD OF GENERATING A CONTRACT

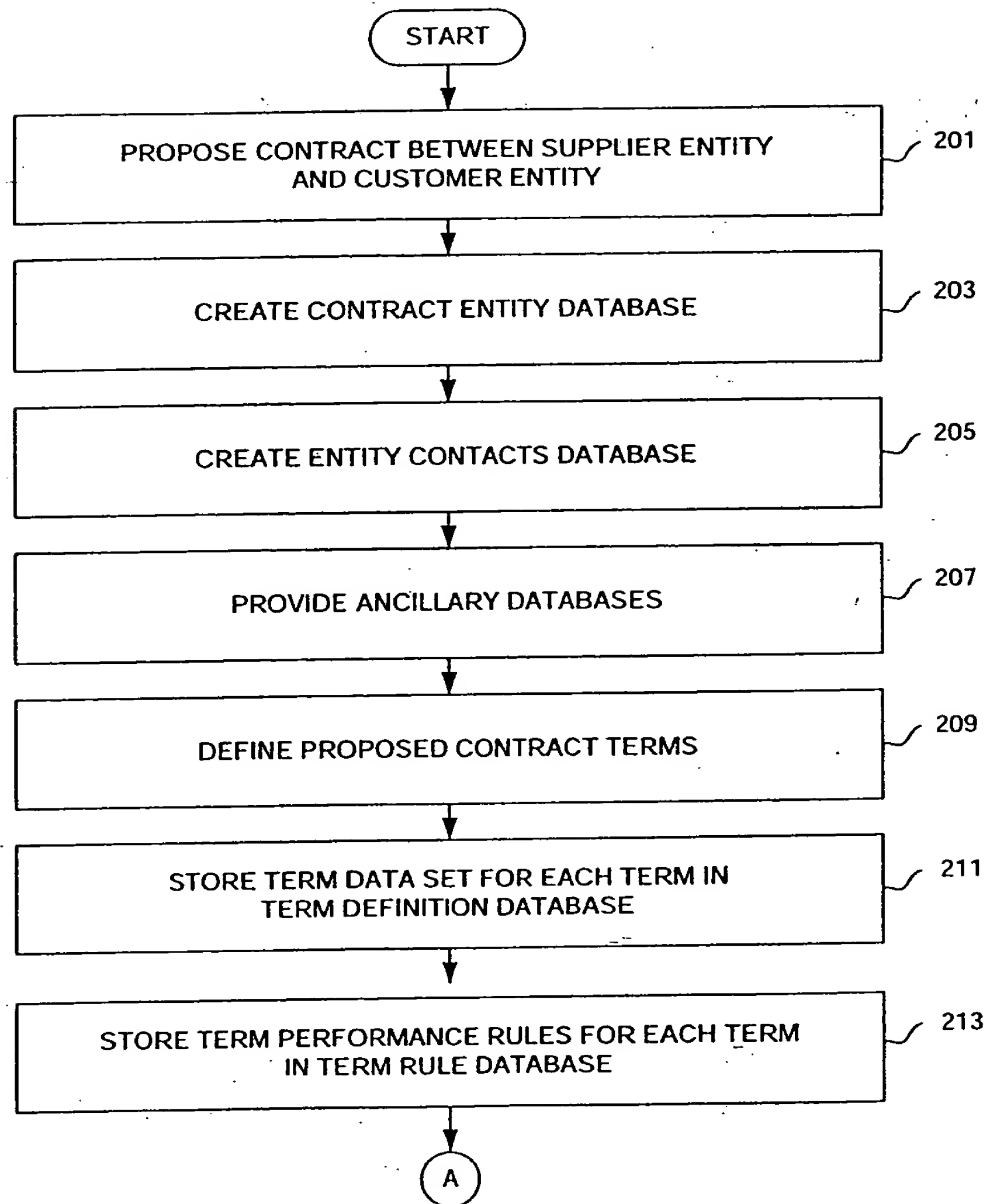


FIGURE 2.B:  
METHOD OF GENERATING A CONTRACT

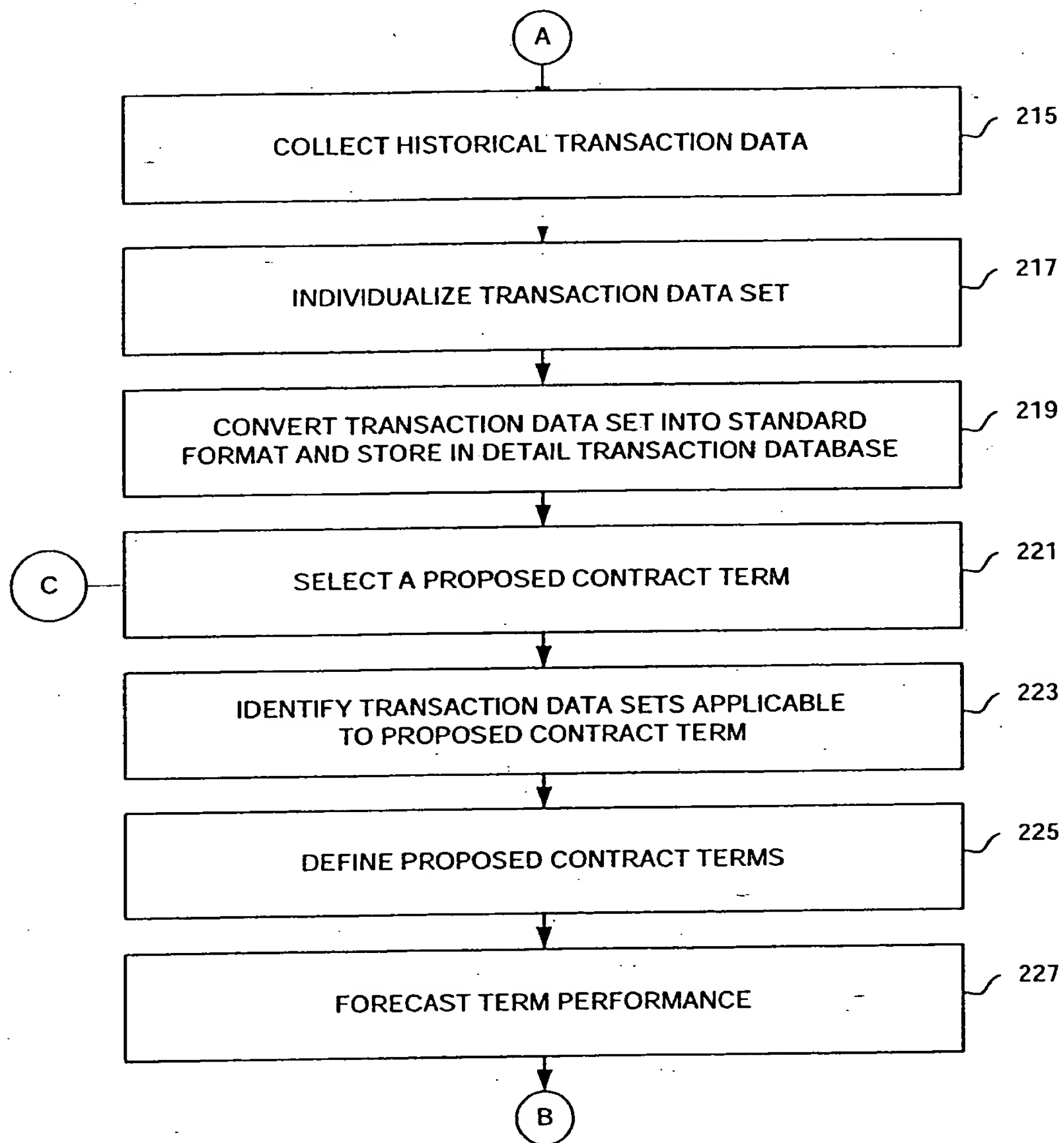


FIGURE 2.C:  
METHOD OF GENERATING A CONTRACT

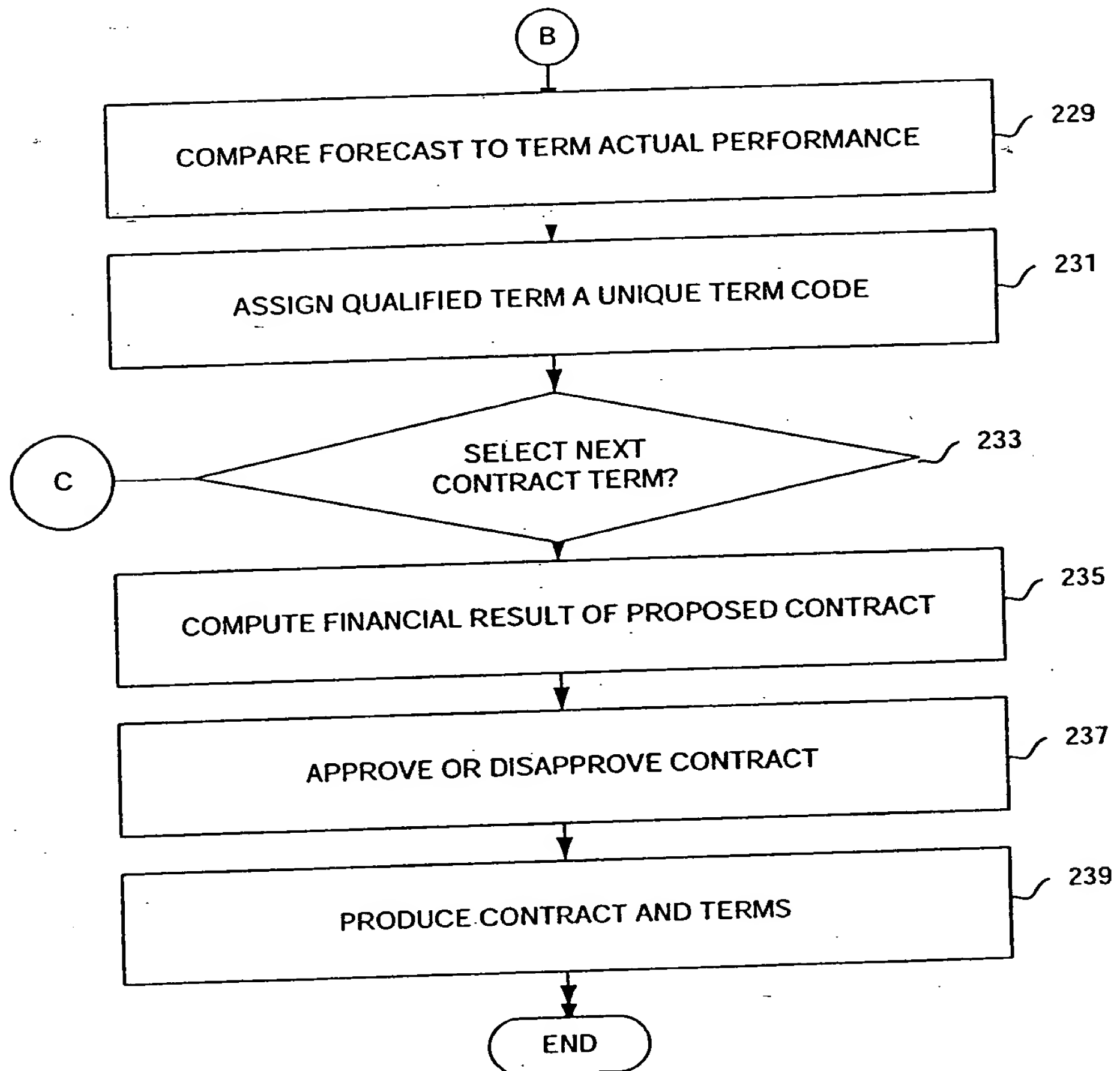


FIGURE 3:  
COMPUTER PROCESSOR AND DATABASES

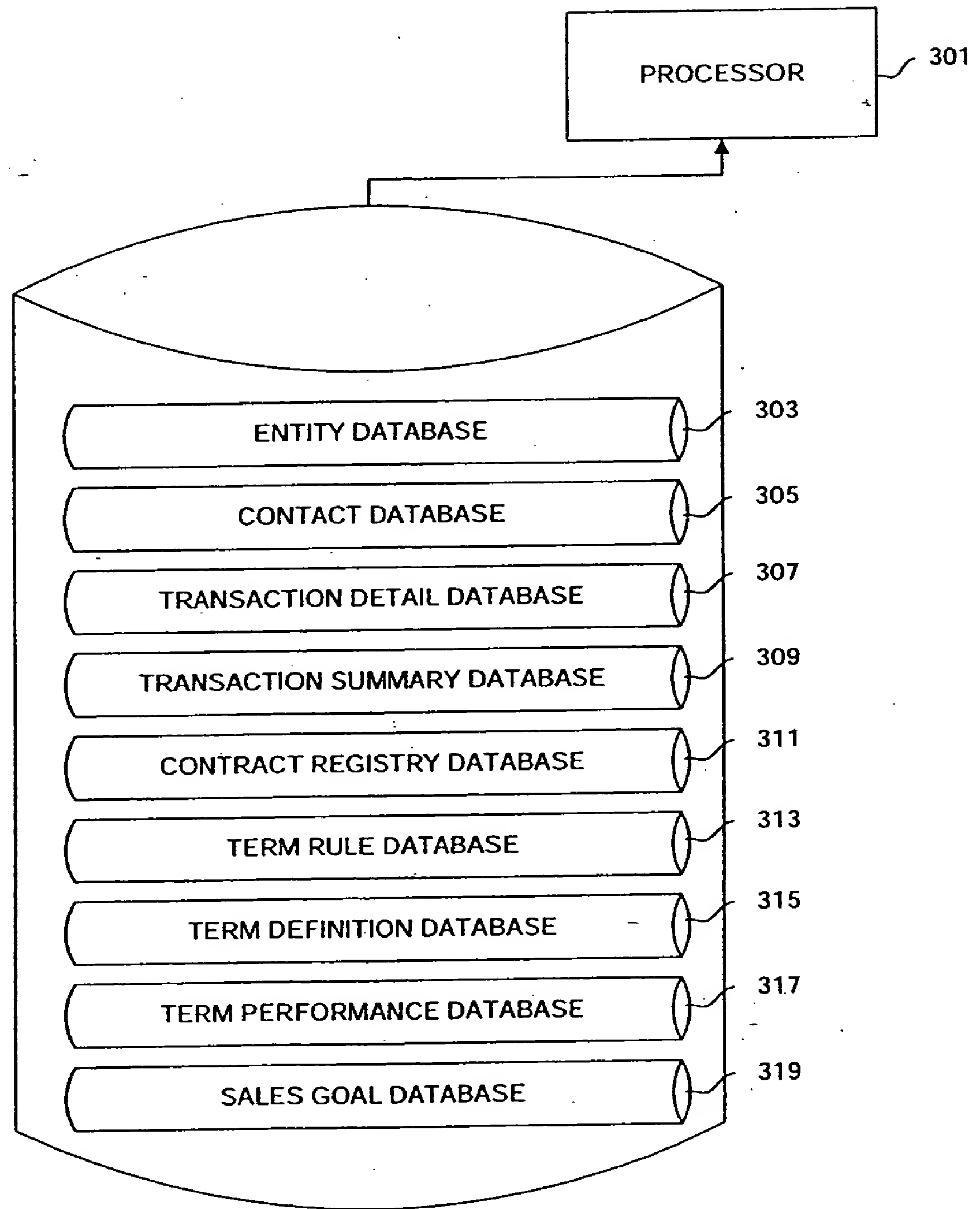


FIGURE 4.A  
CONTRACT-DESIGNATED TRANSACTION

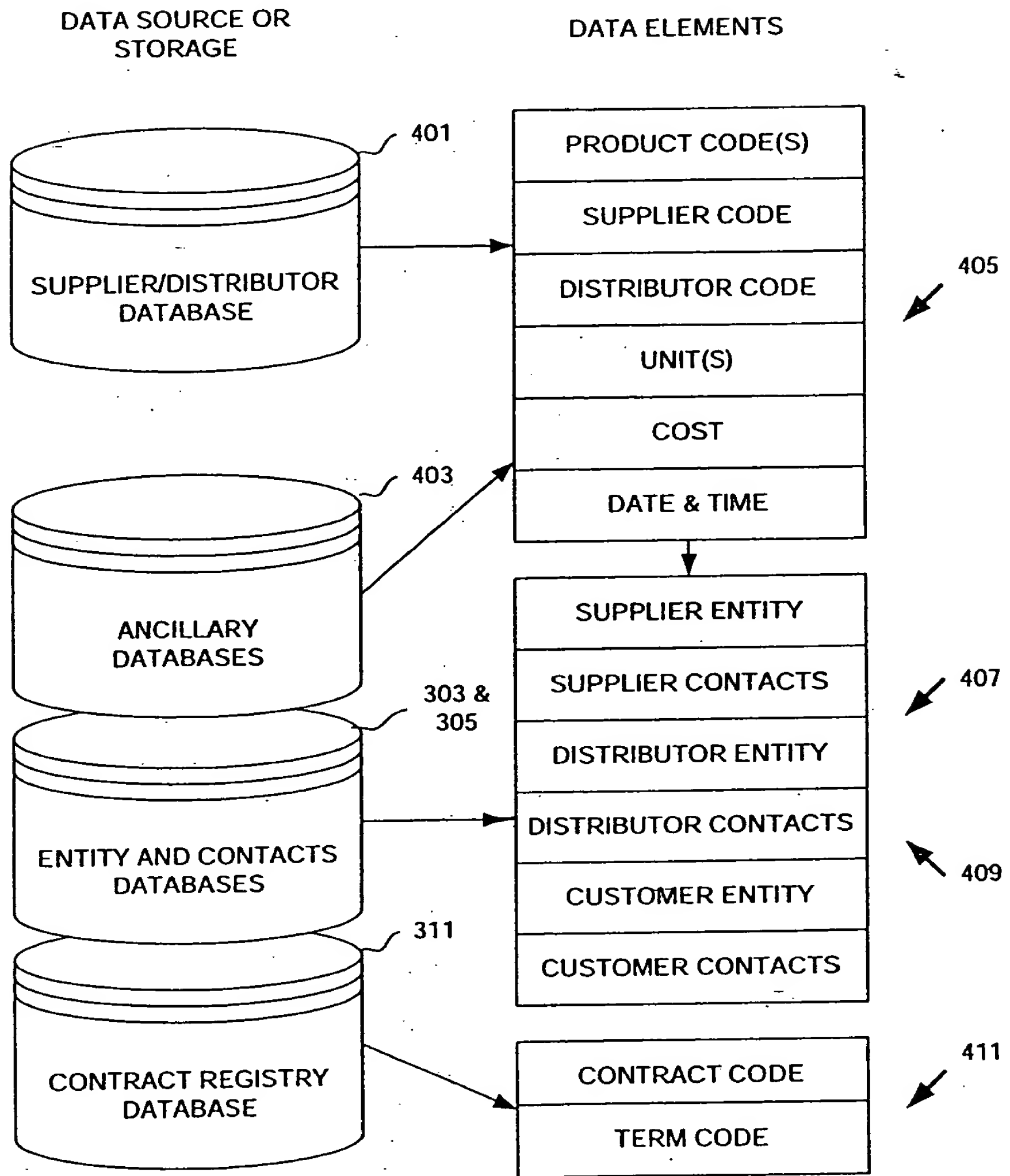


FIGURE 5.A  
INPUT CONTRACT ENTITIES AND CONTACTS

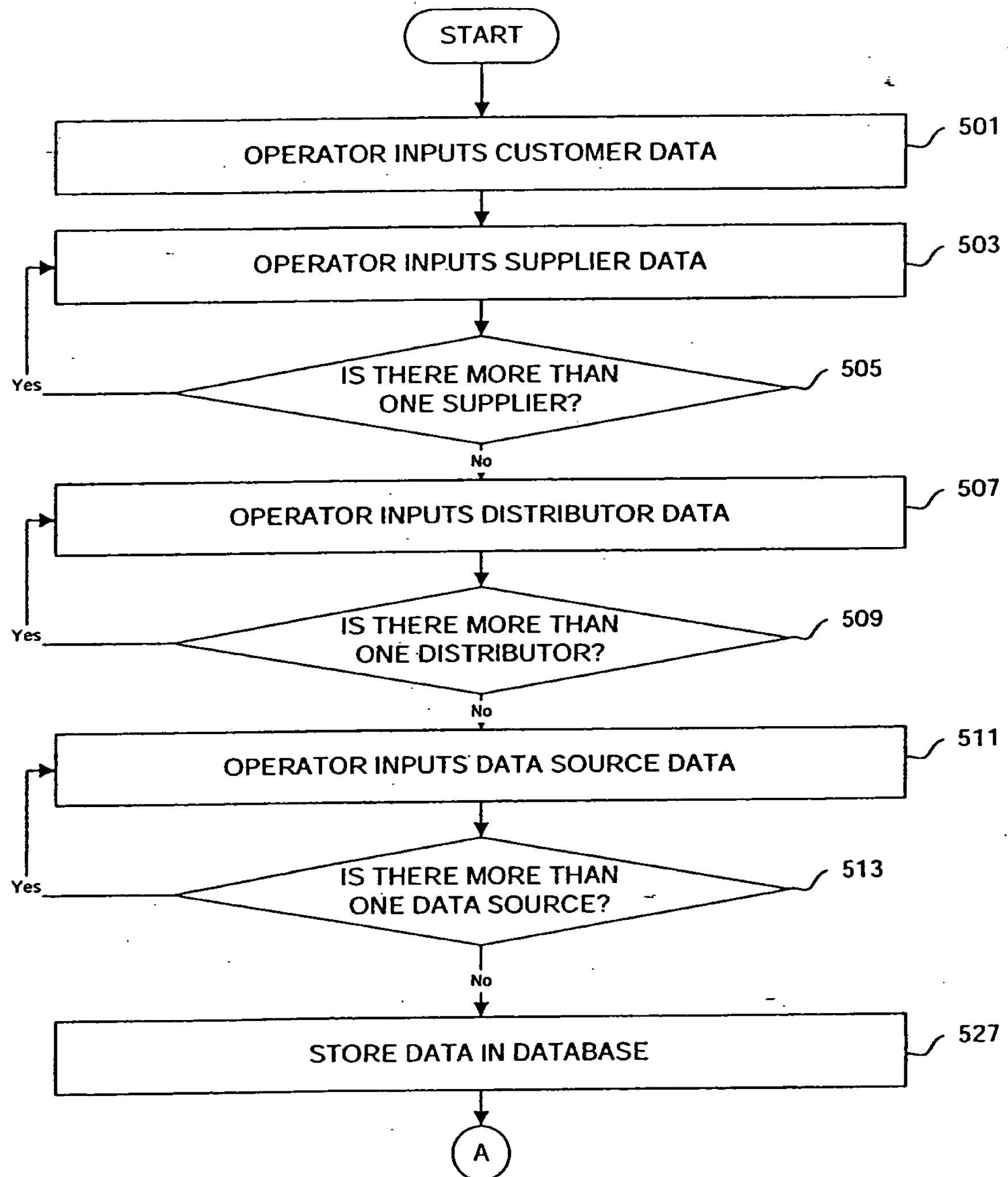


FIGURE 5.B  
INPUT CONTRACT ENTITIES AND CONTACTS

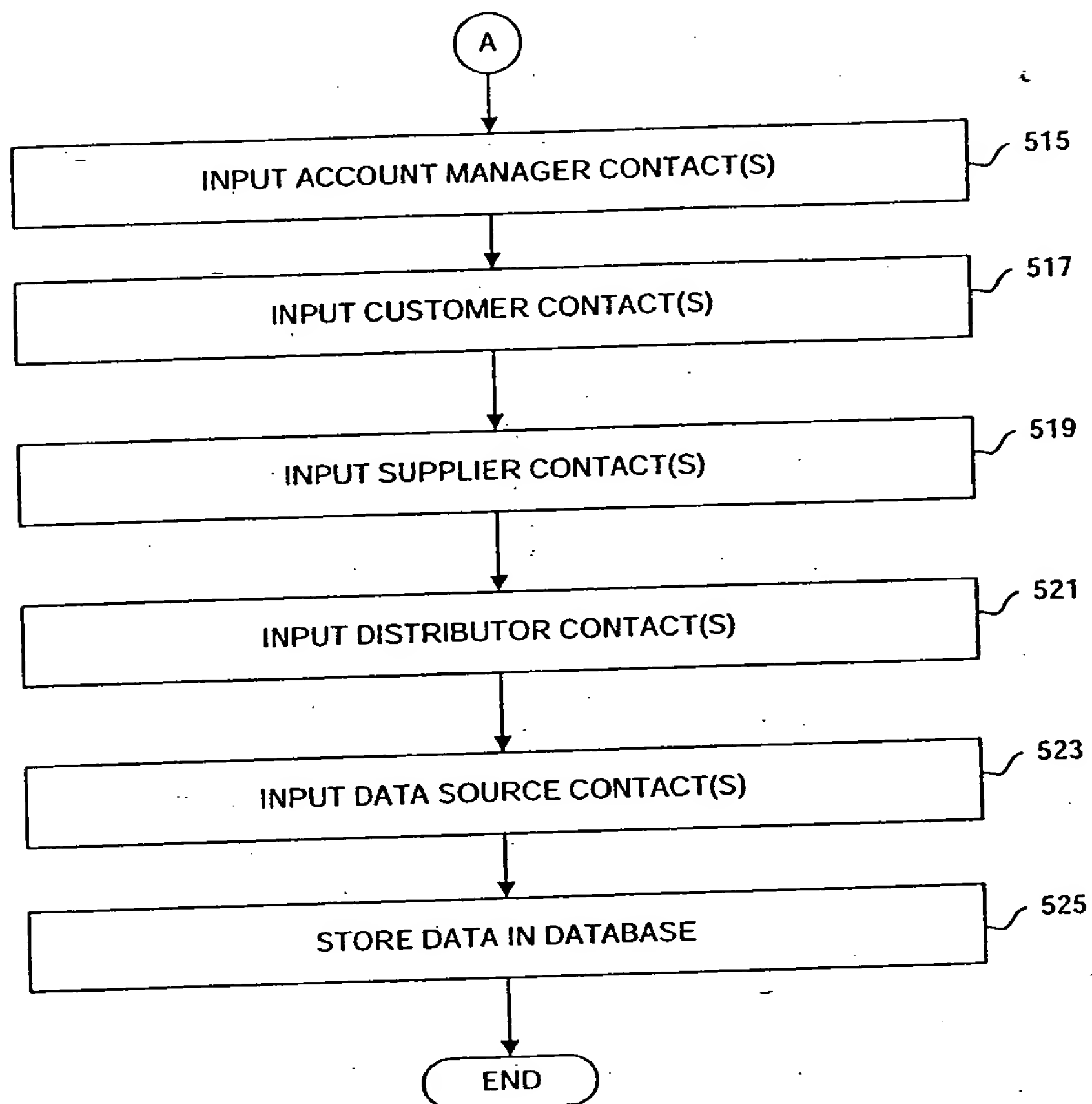




FIGURE 4.B  
CONTRACT-DESIGNATED TRANSACTION

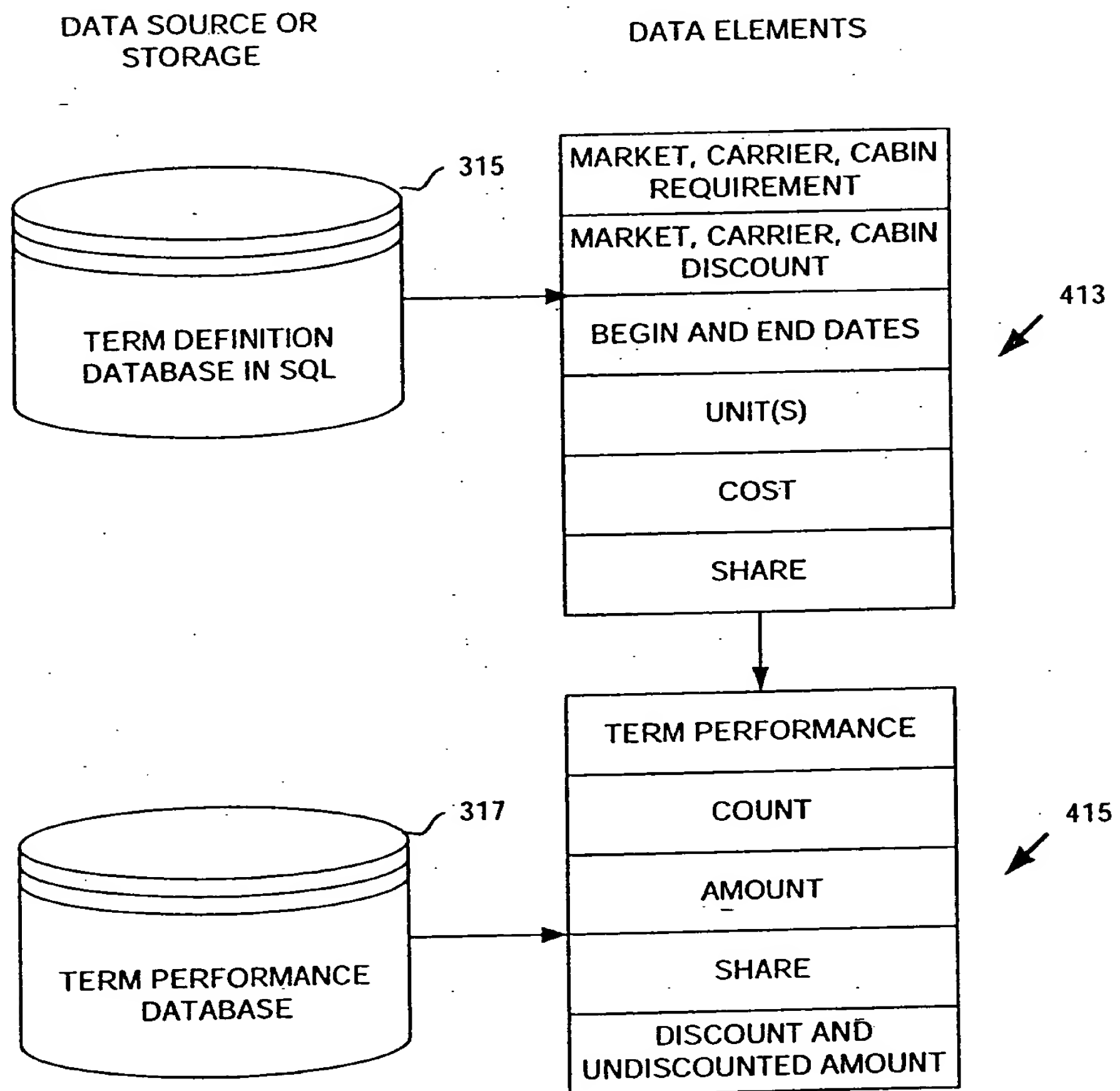


FIGURE 6:  
ESTABLISH CONTRACT AND TERM RULES

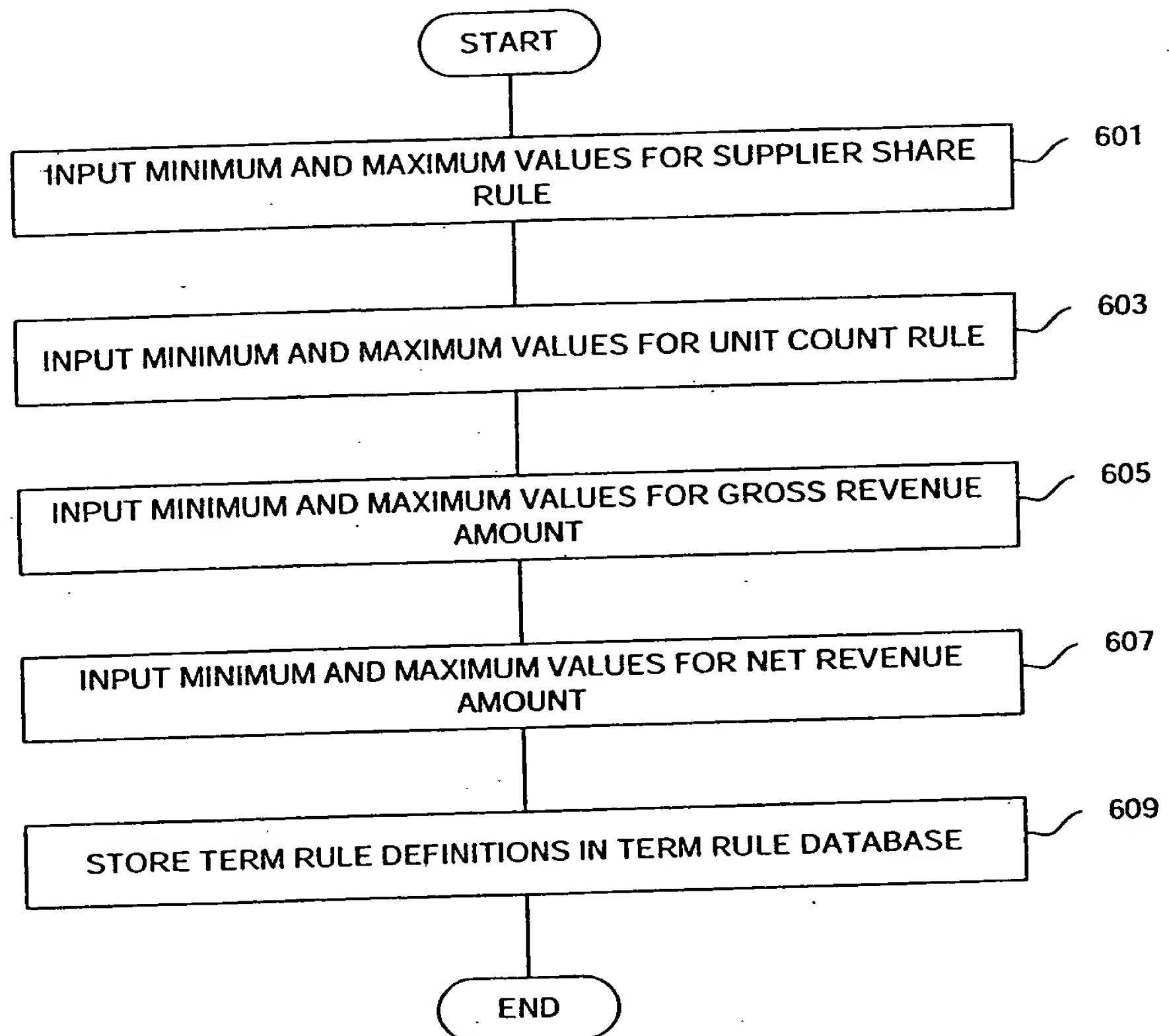


FIGURE 7.A  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

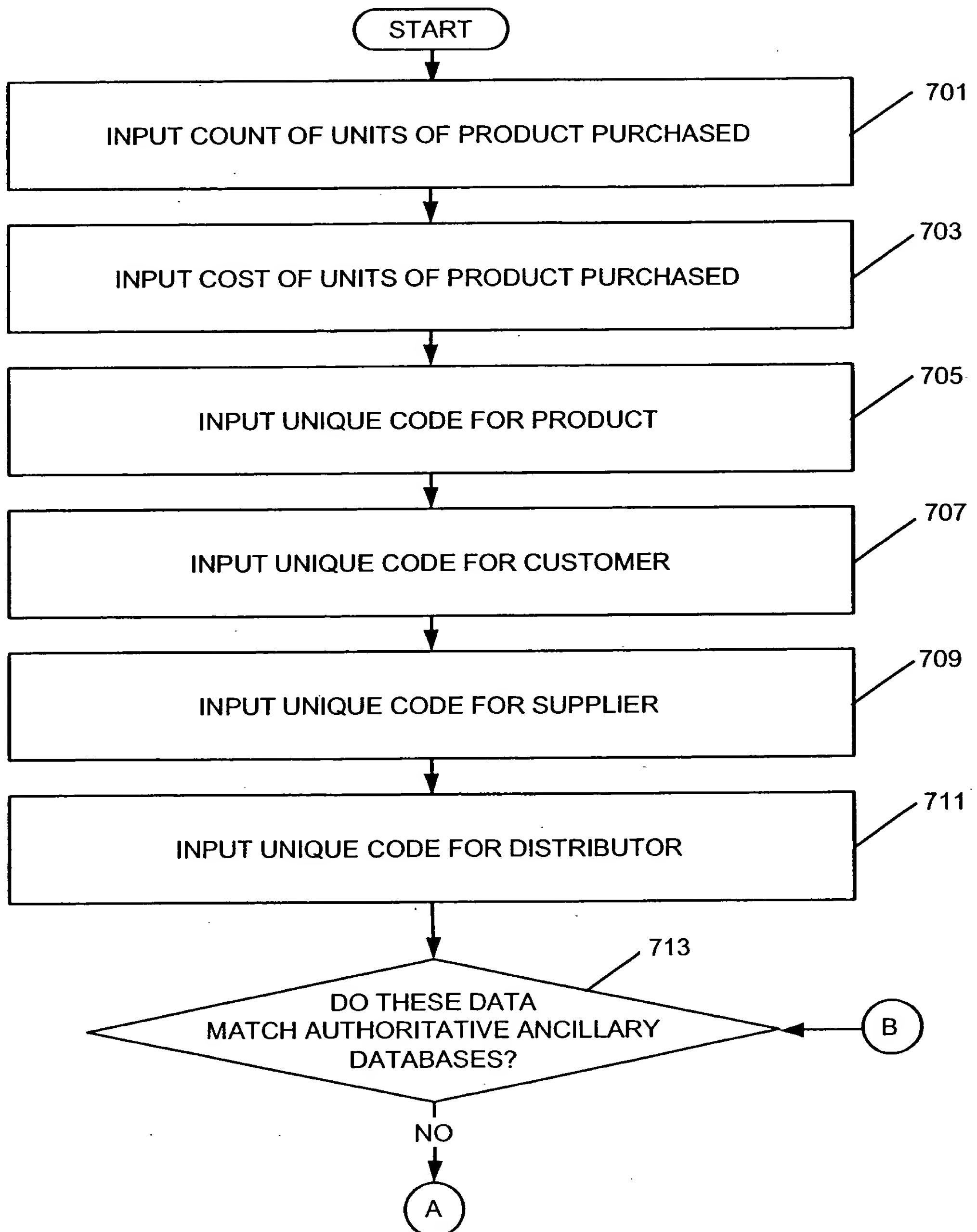


FIGURE 7.B:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

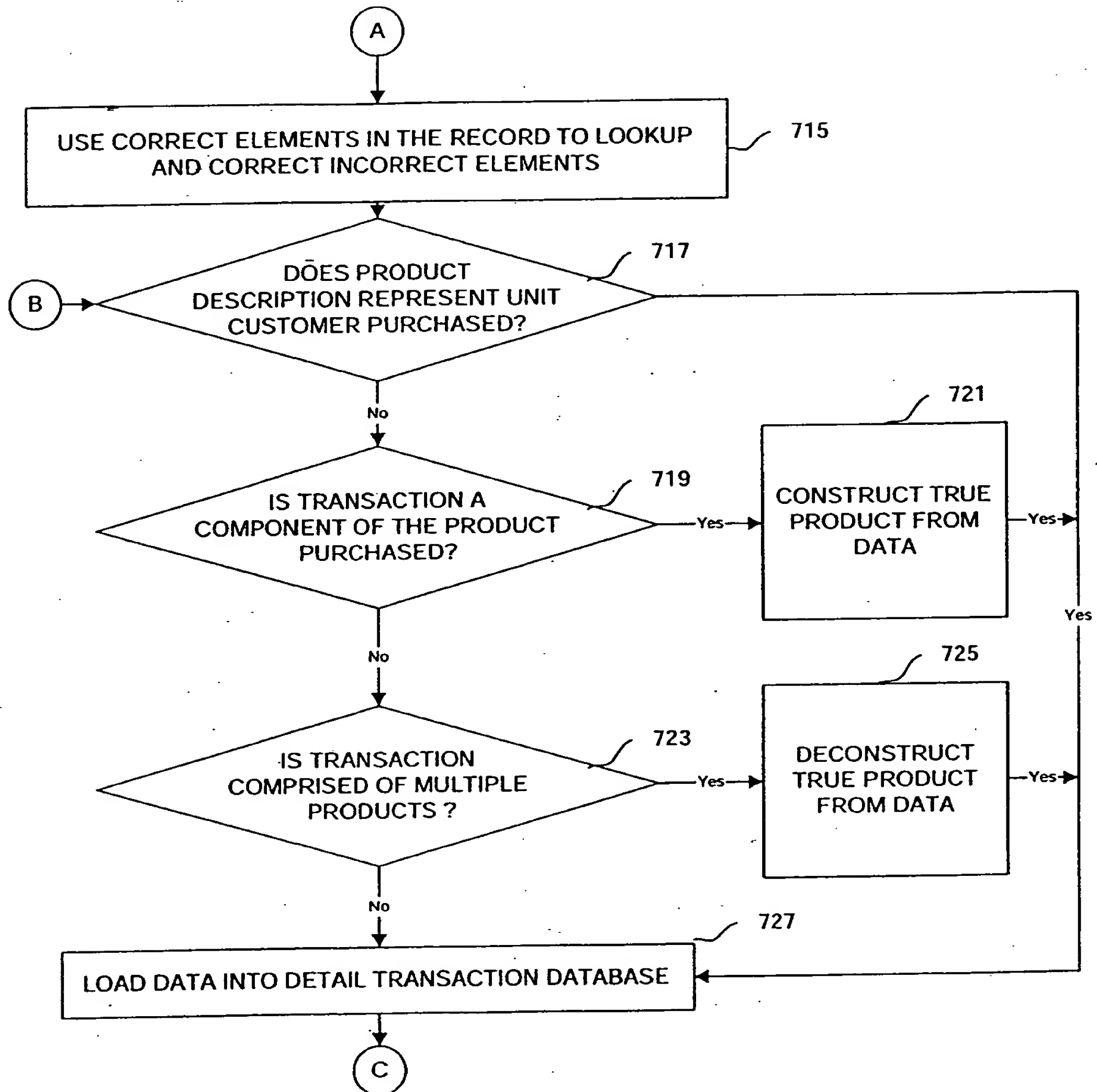


FIGURE 7.C:  
NORMALIZE DATA INTO STANDARD TRANSACTION FORMAT

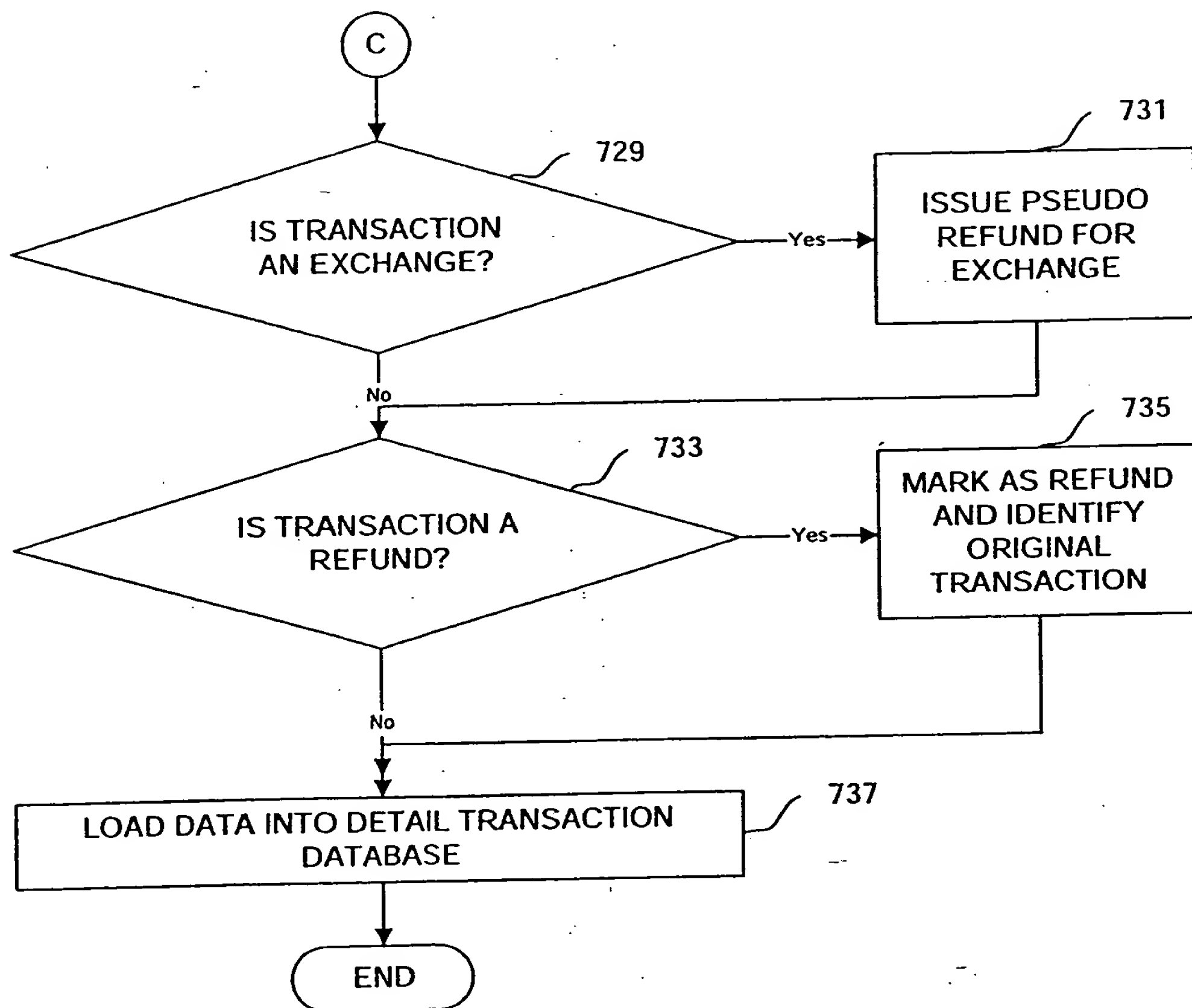


FIGURE 8.A  
DEFINE CONTRACT AND PERFORMANCE TERMS

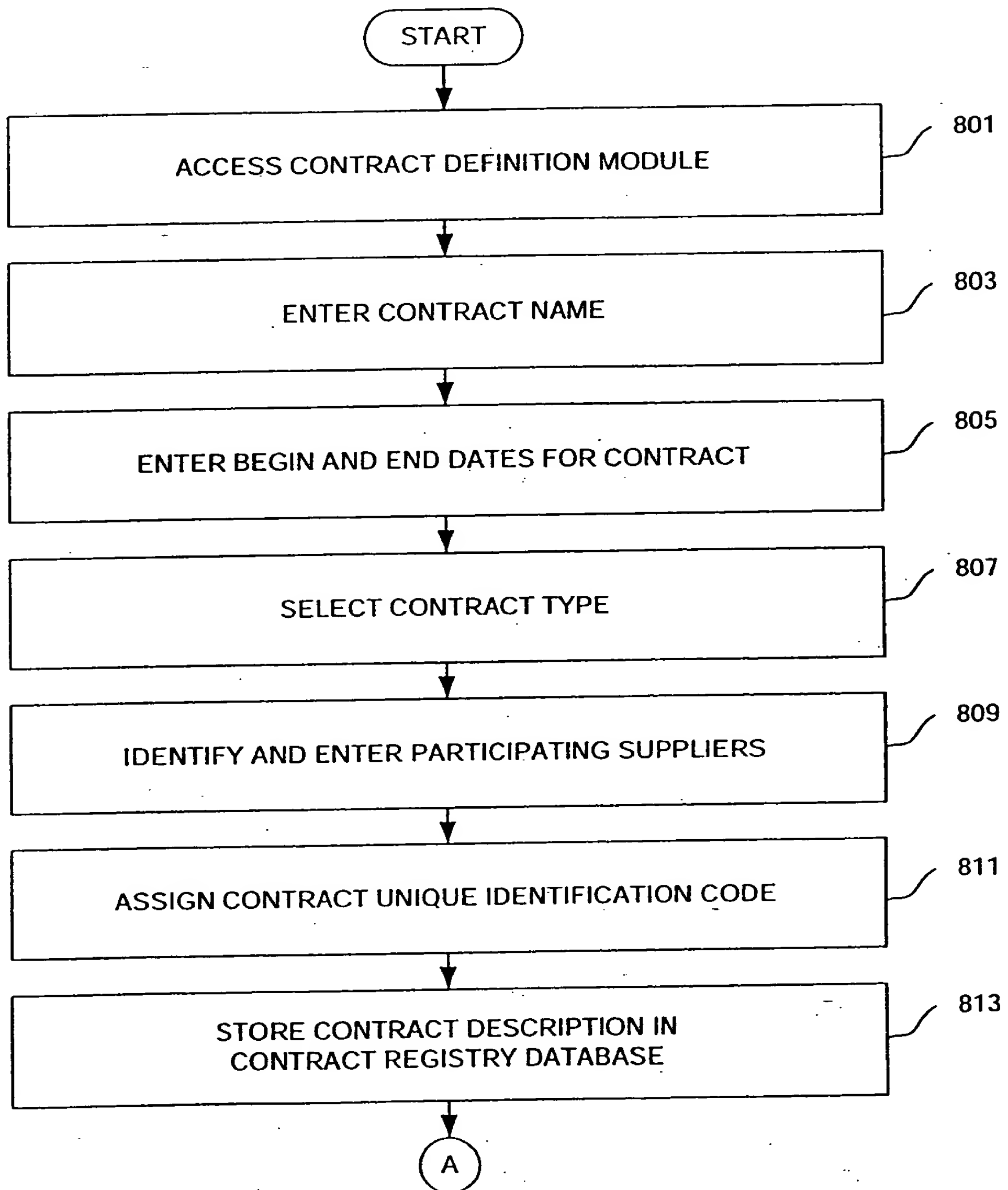


FIGURE 8.B  
DEFINE CONTRACT AND PERFORMANCE TERMS

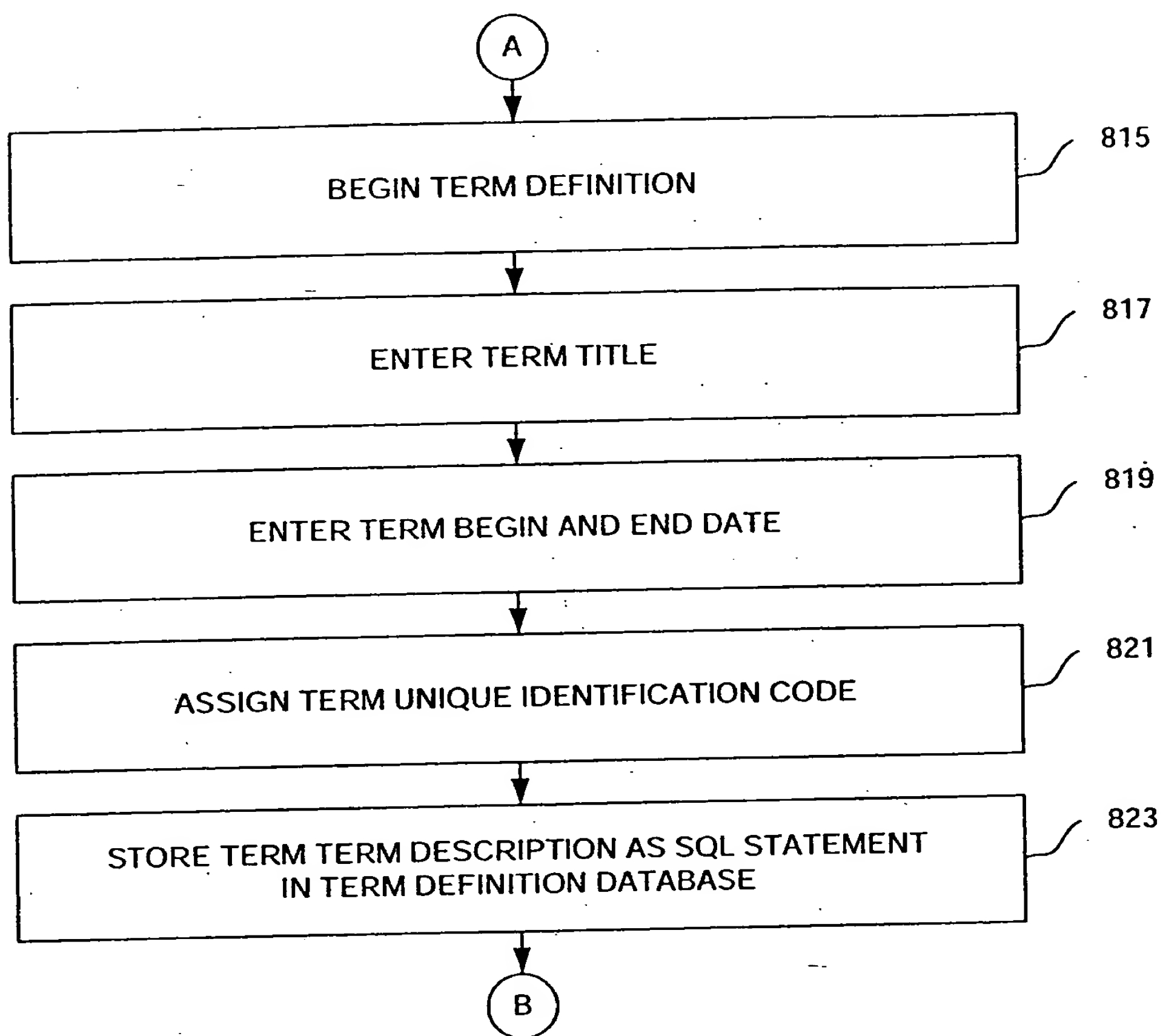


FIGURE 8.C  
DEFINE CONTRACT AND PERFORMANCE TERMS

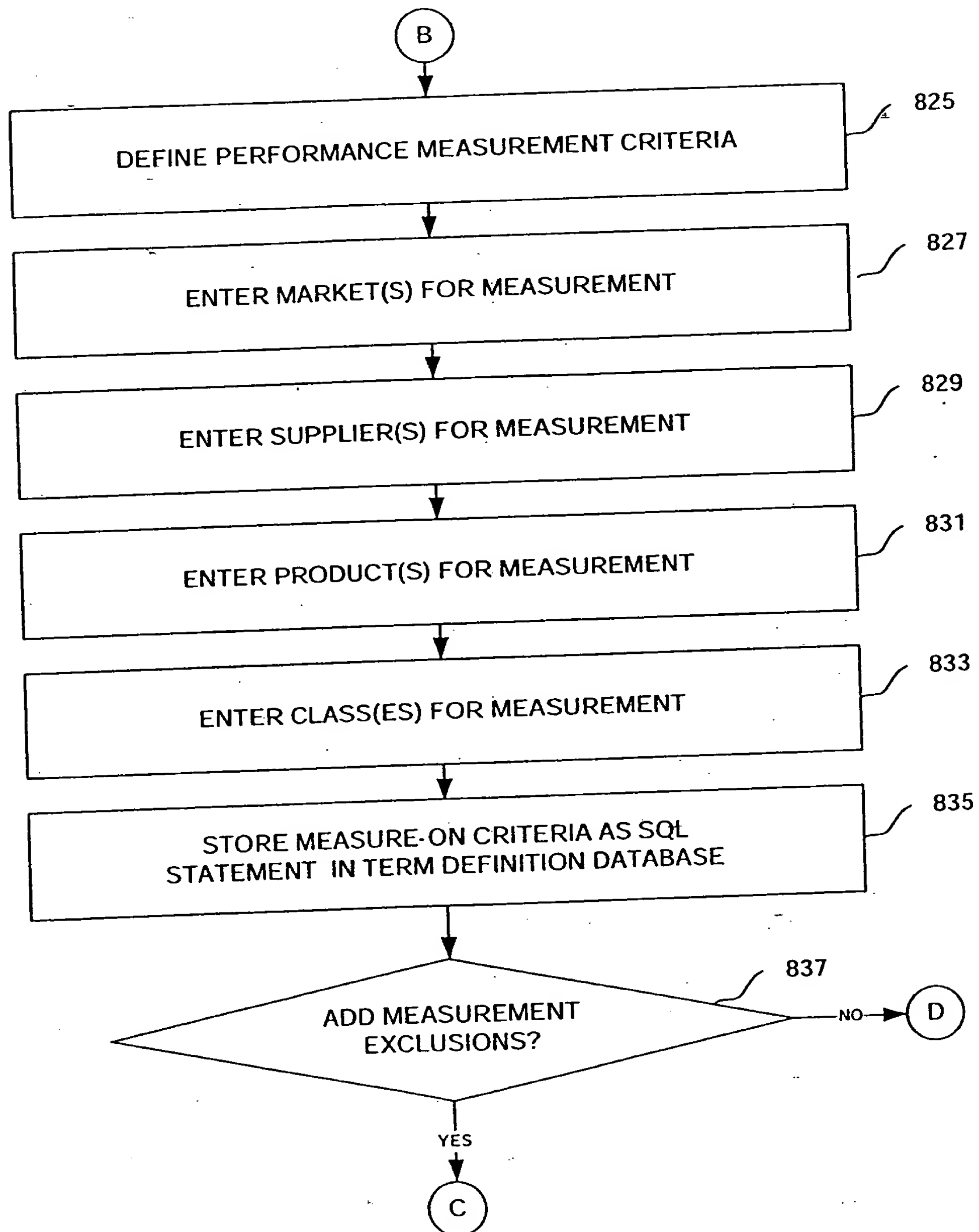




FIGURE 8.D  
DEFINE CONTRACT AND PERFORMANCE TERMS

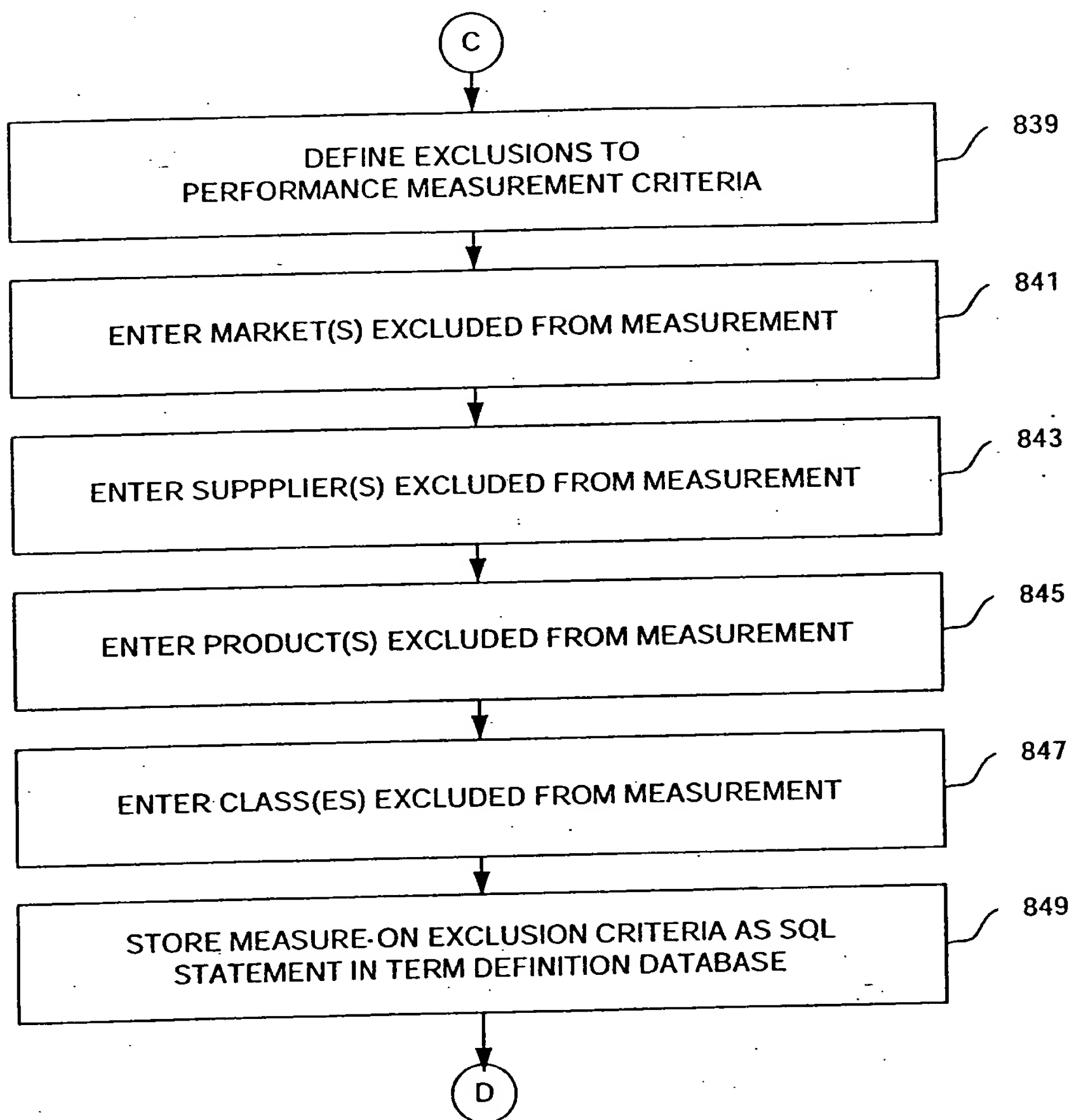


FIGURE 8.E  
DEFINE CONTRACT AND PERFORMANCE TERMS

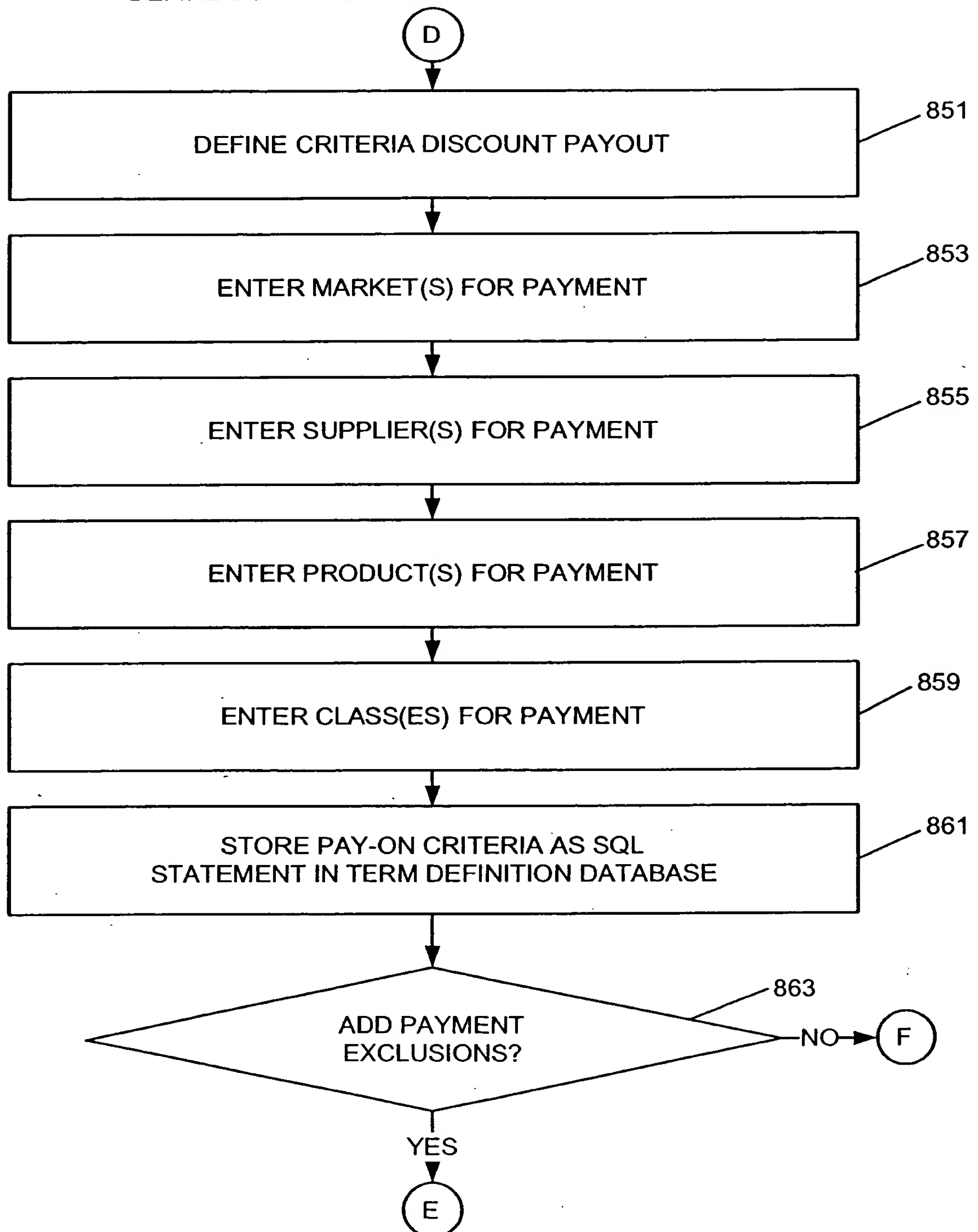


FIGURE 8.F  
DEFINE CONTRACT AND PERFORMANCE TERMS

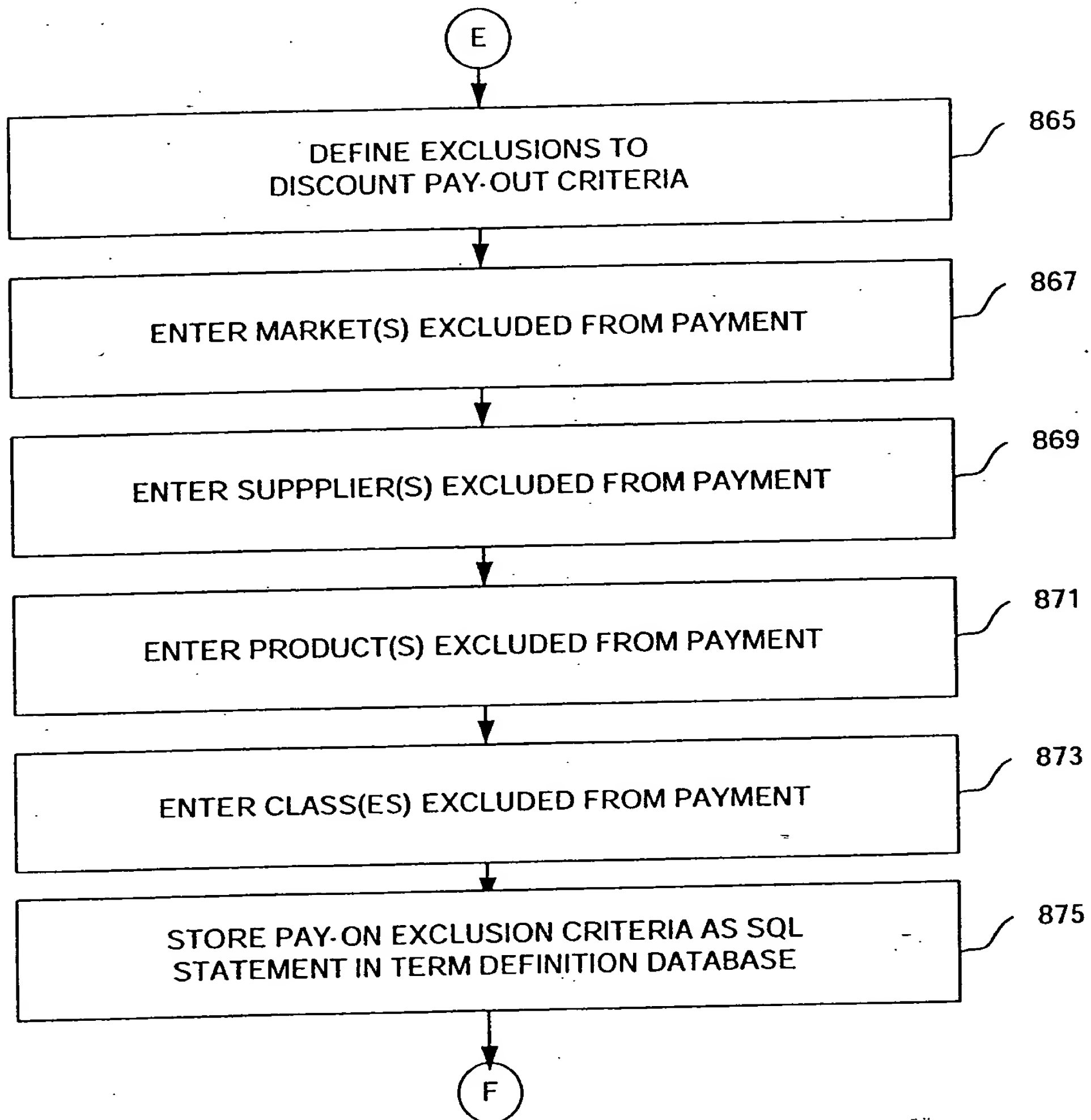


FIGURE 8.G  
DEFINE CONTRACT AND PERFORMANCE TERMS

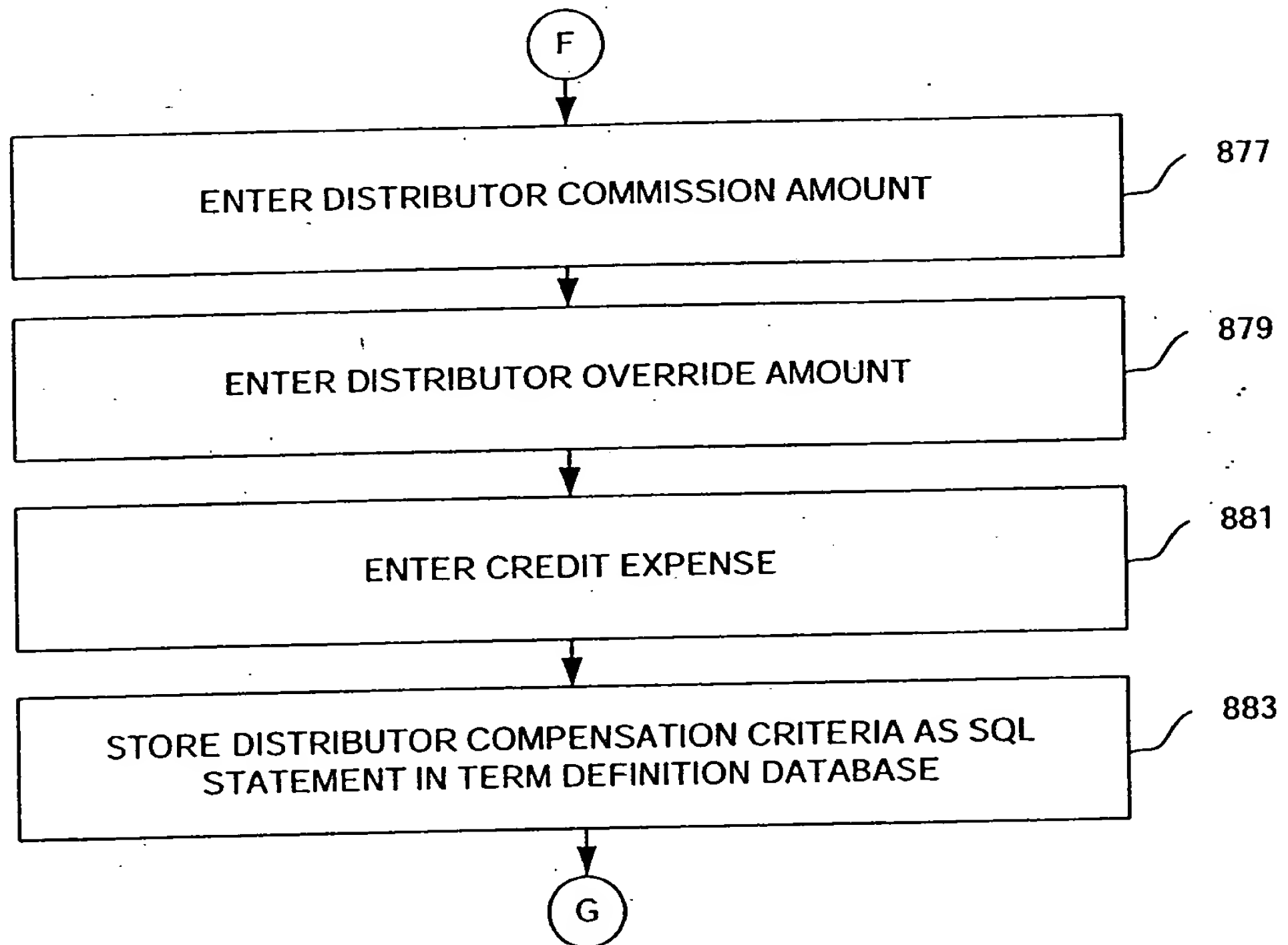


FIGURE 8.H  
DEFINE CONTRACT AND PERFORMANCE TERMS

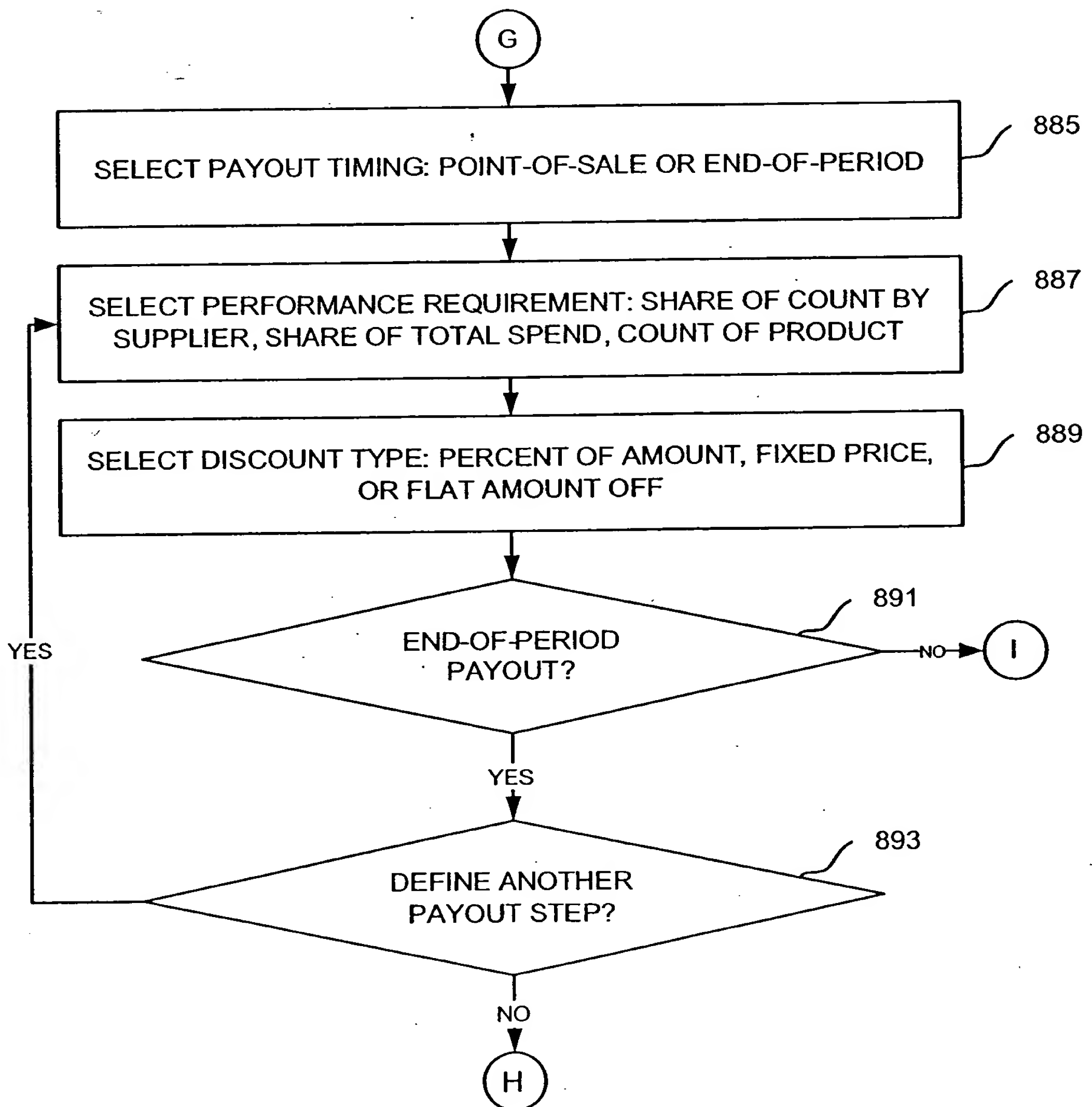


FIGURE 8.1  
DEFINE CONTRACT AND PERFORMANCE TERMS

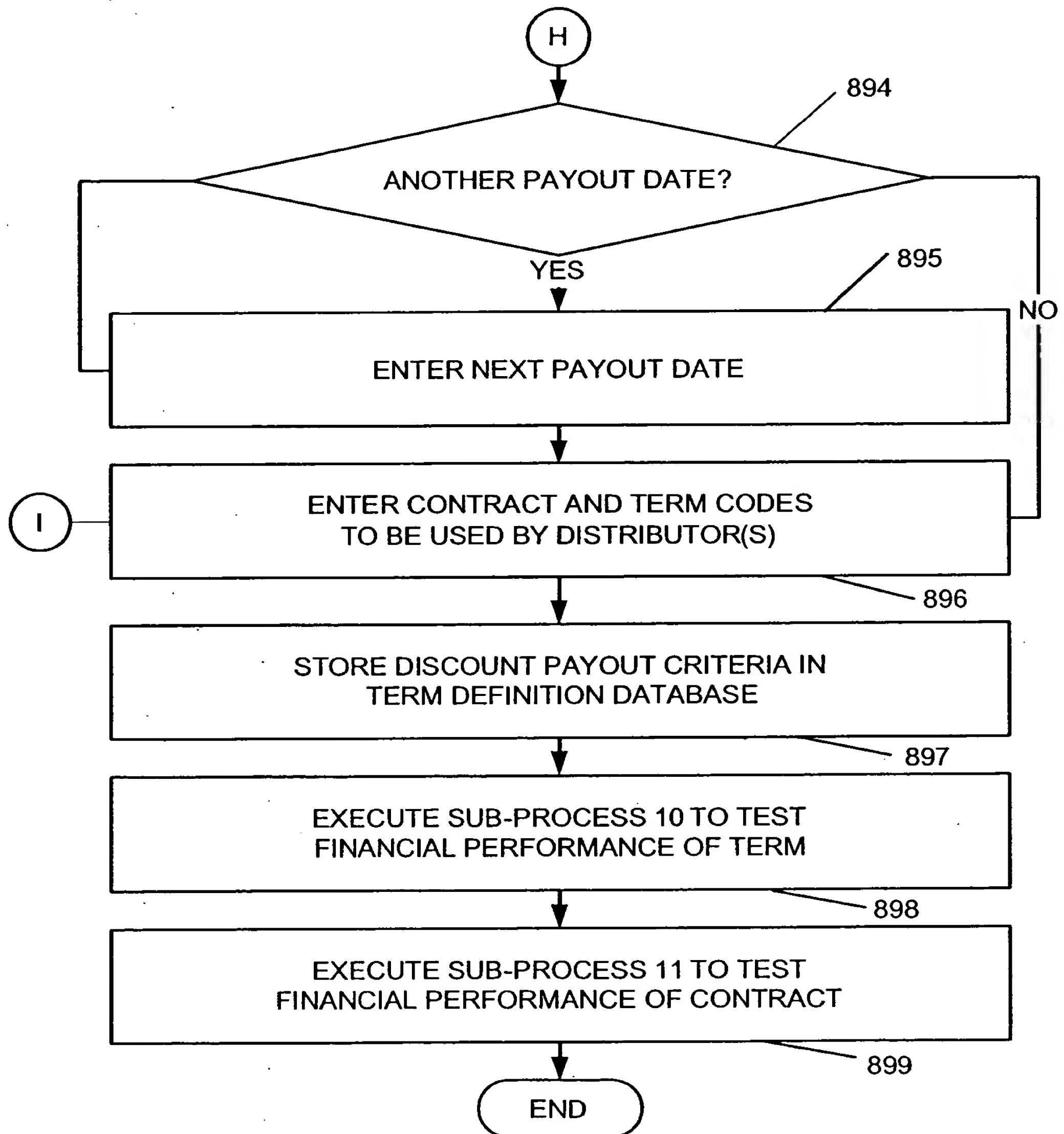


FIGURE 9.A

MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

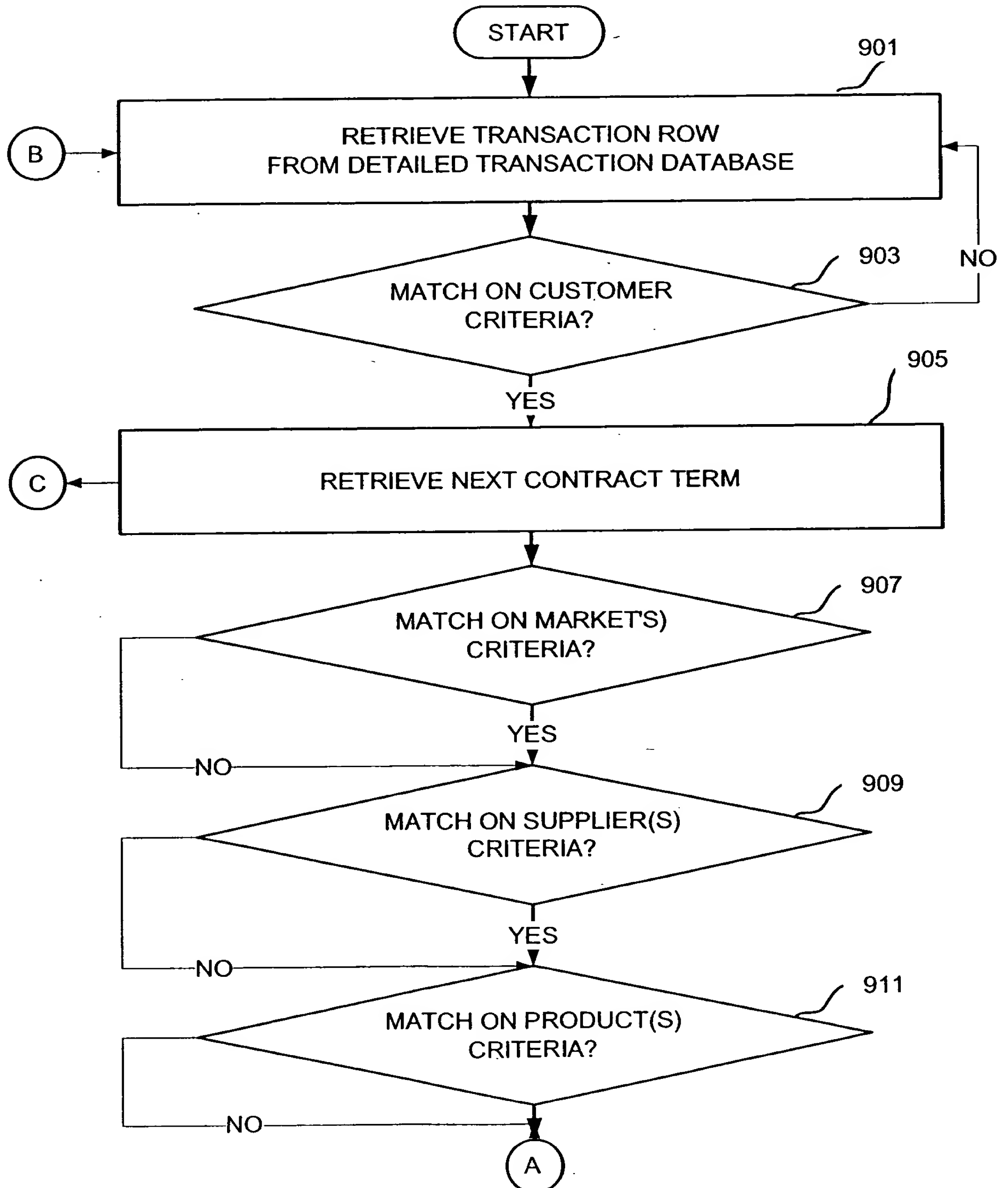


FIGURE 9.B  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

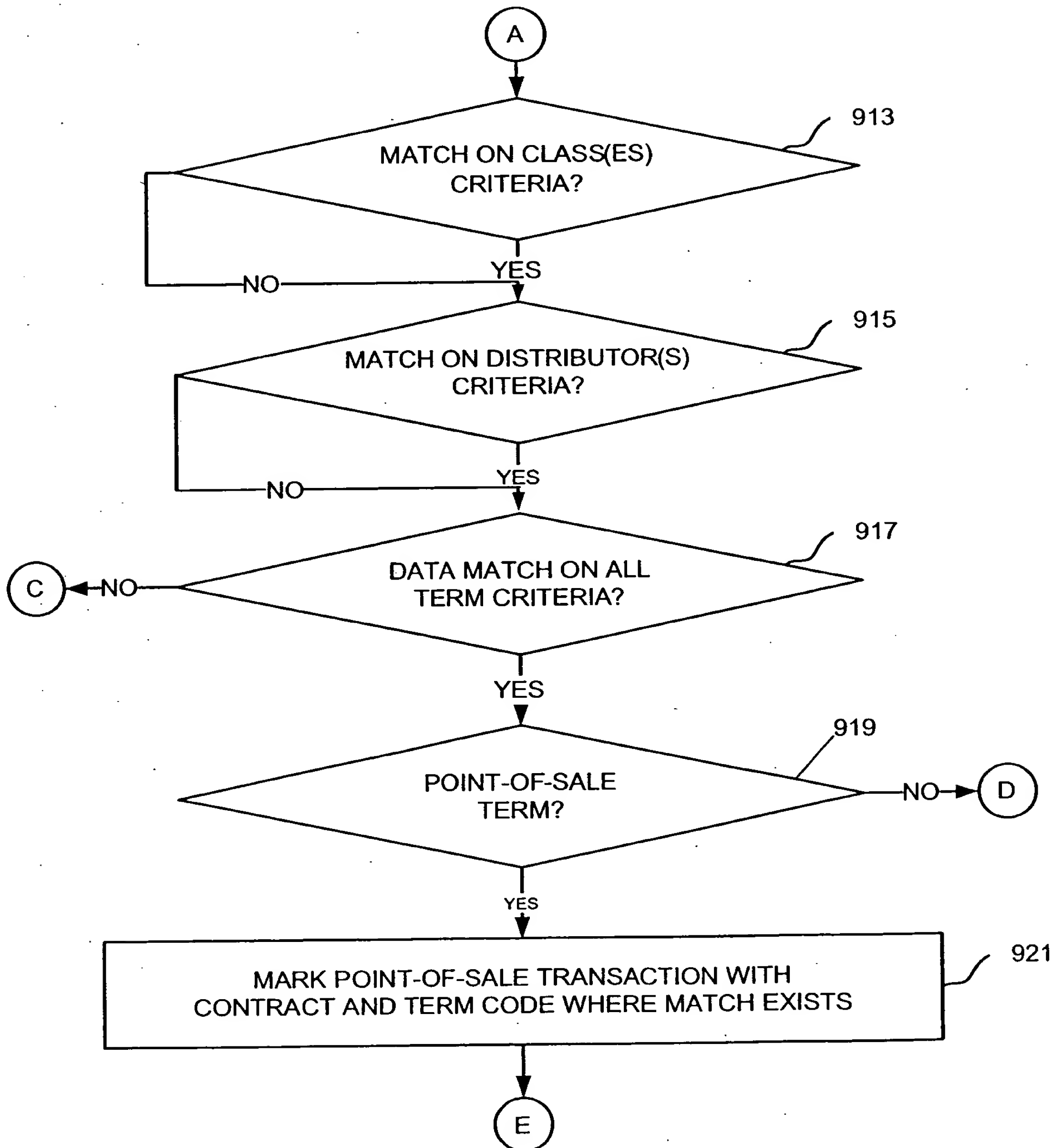




FIGURE 9.C  
MARK DETAILED TRANSACTIONS WITH  
CUSTOMER, CONTRACT, AND TERM CODES

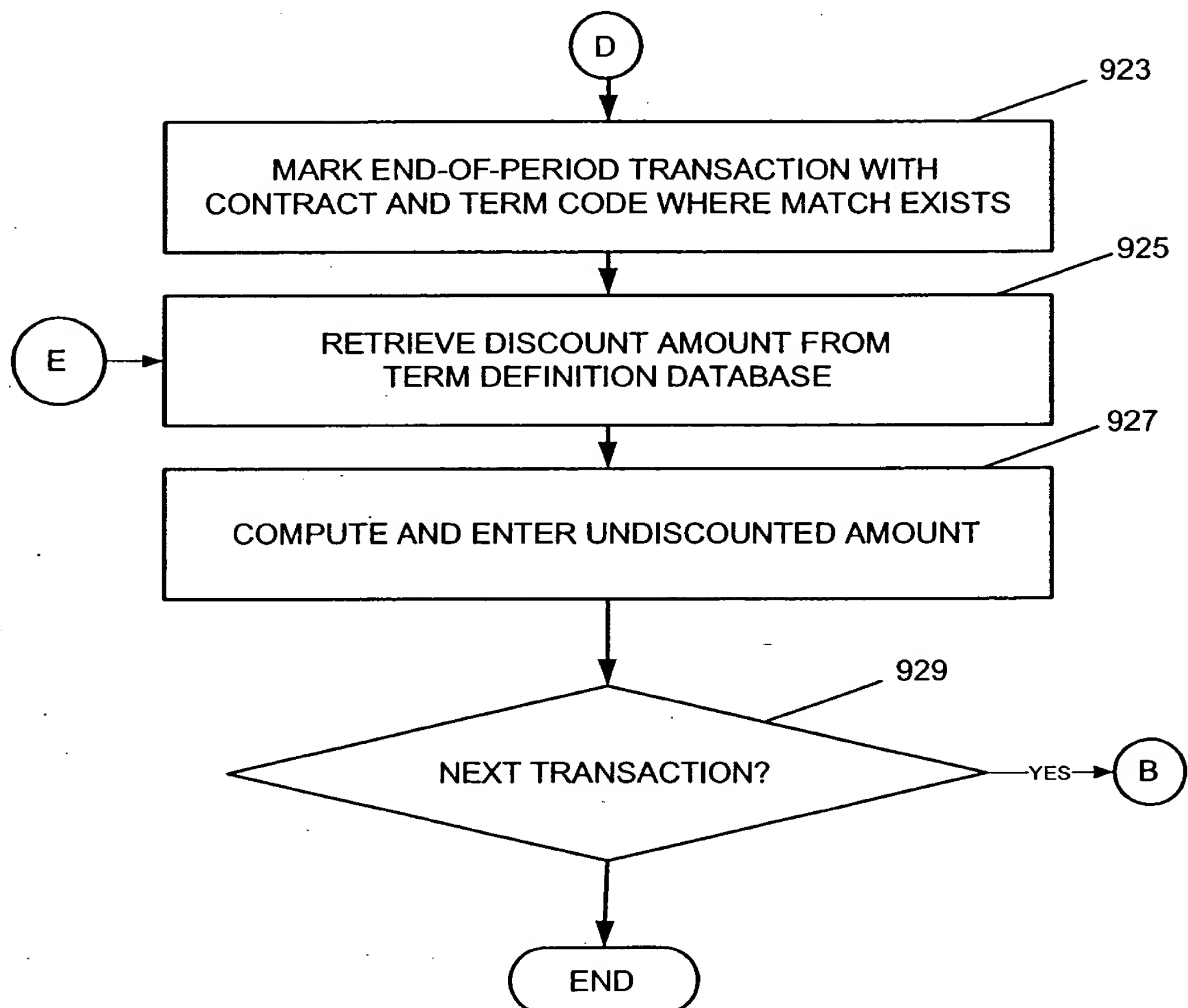


FIGURE 10.A  
CREATE TRANSACTION SUMMARY DATABASE

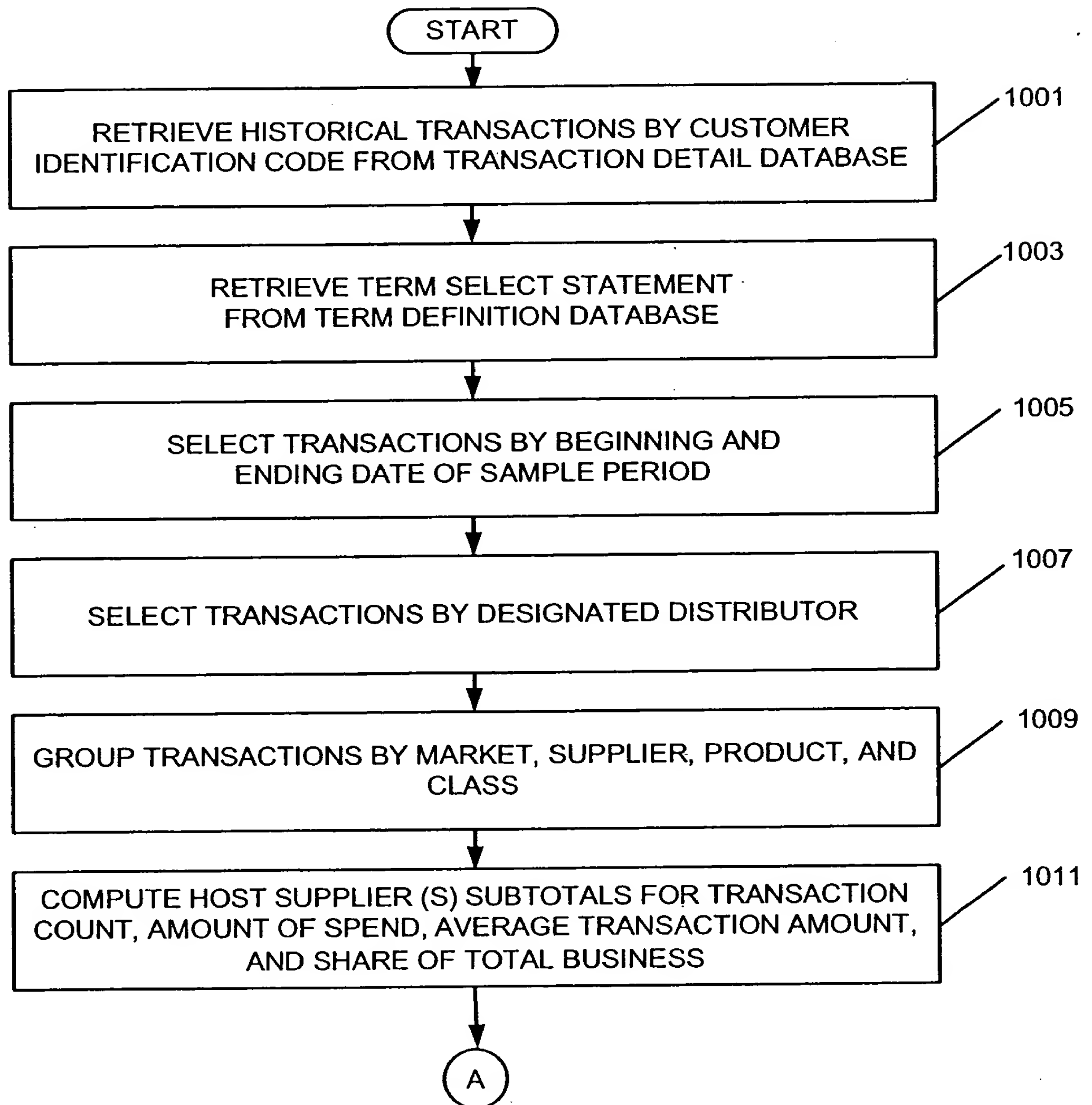


FIGURE 10.B:  
CREATE TRANSACTION SUMMARY DATABASE

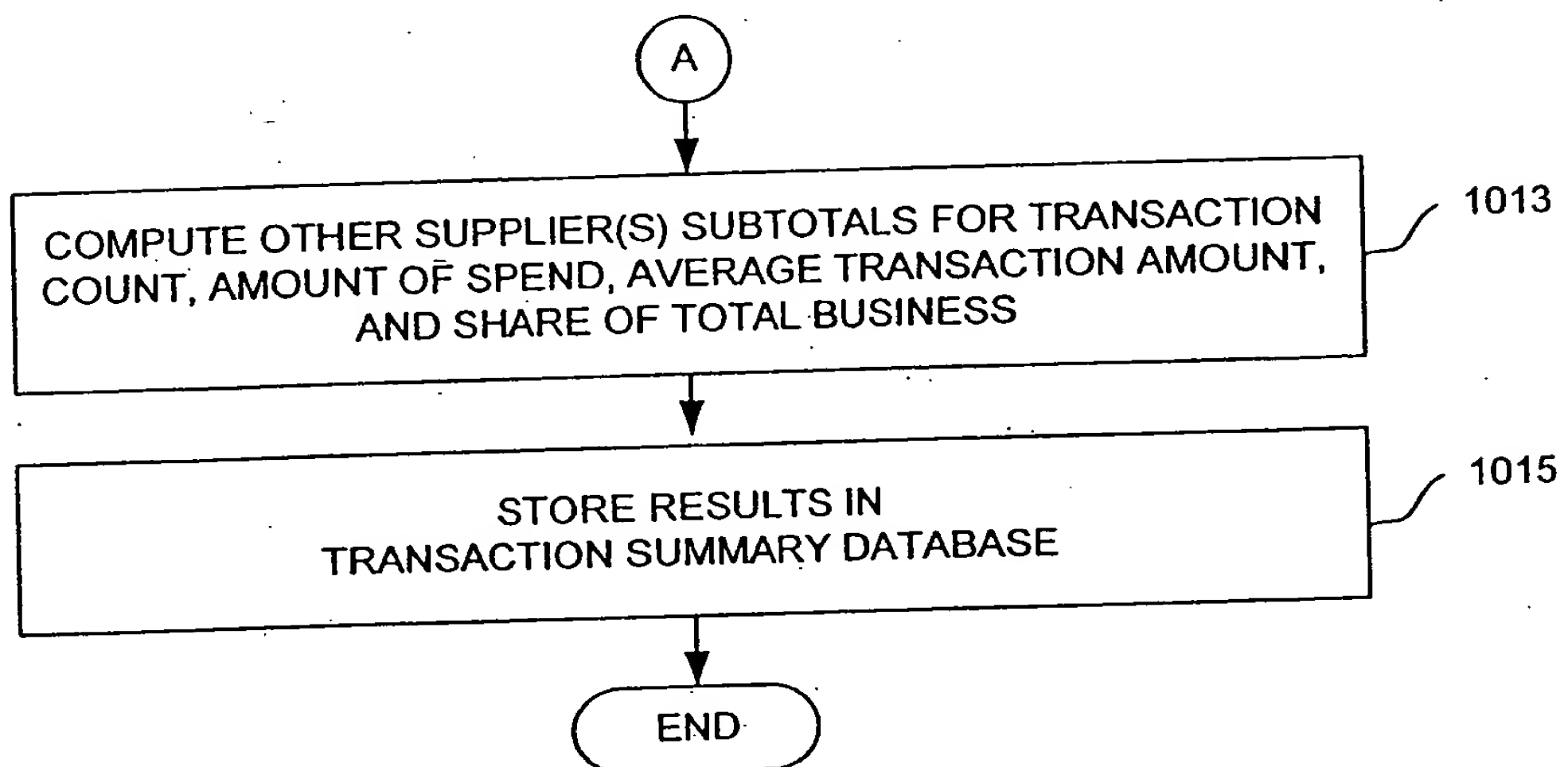


FIGURE 11.A  
FORECAST TERM PERFORMANCE

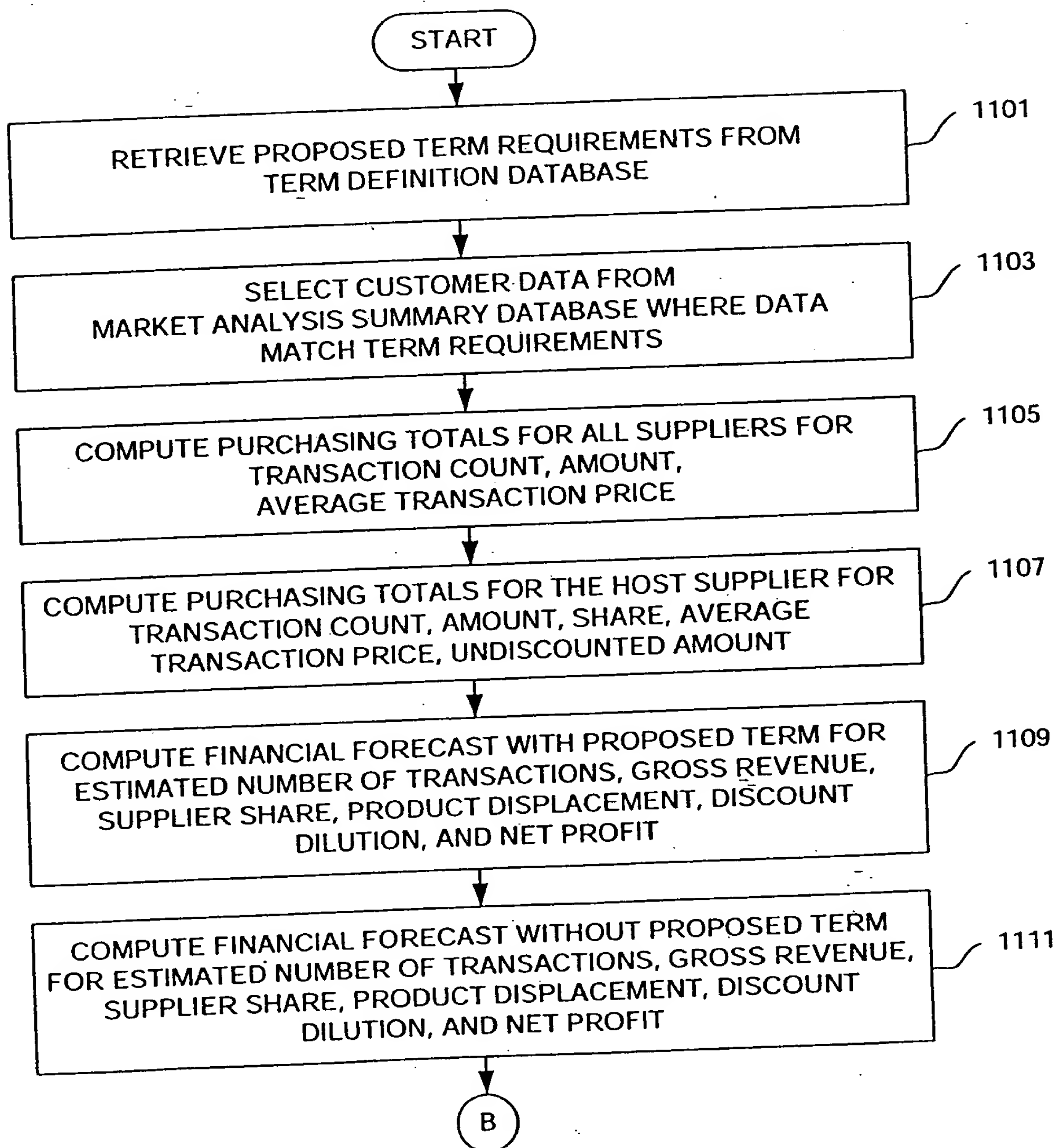


FIGURE 11.B  
FORECAST TERM PERFORMANCE

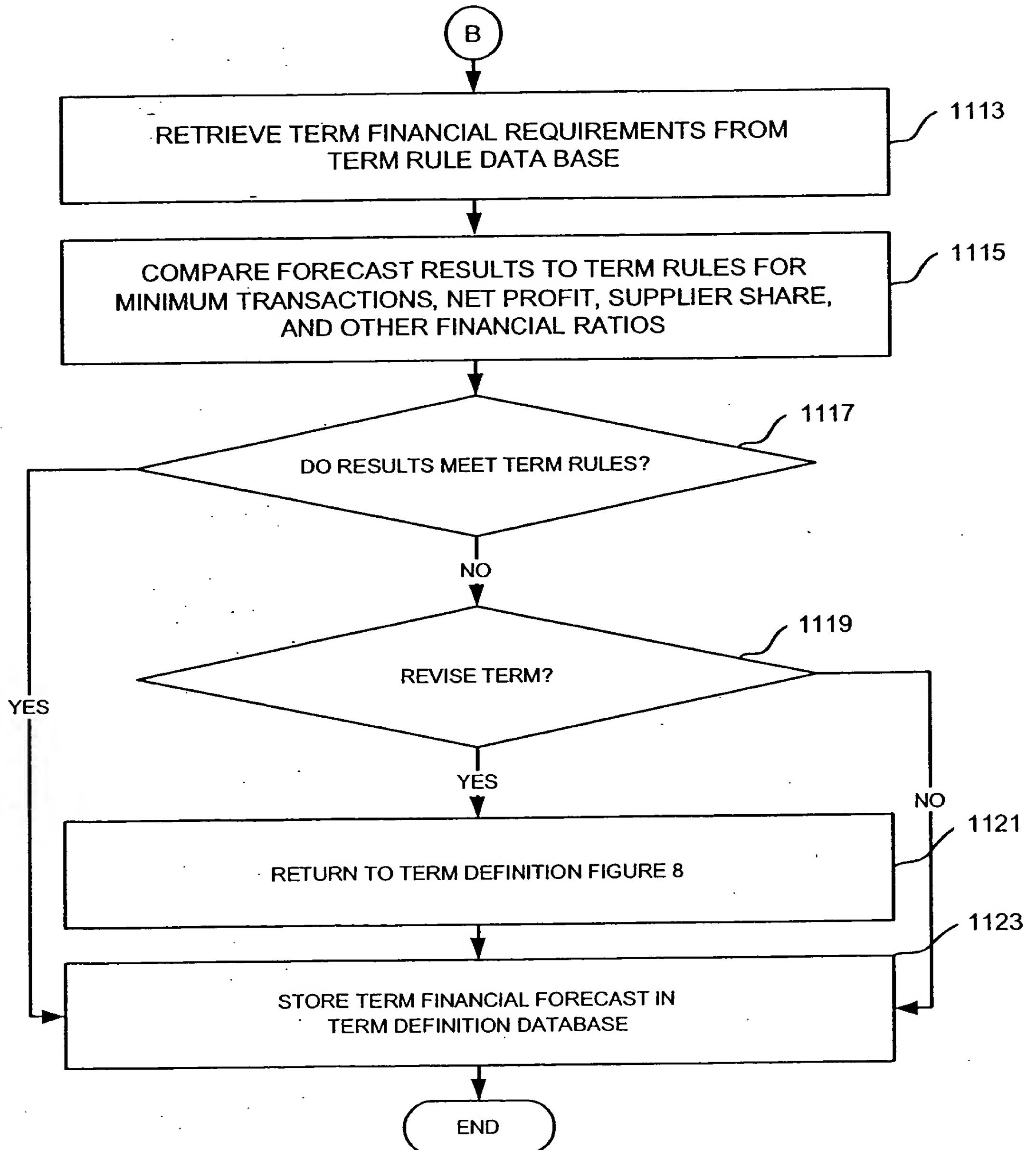


FIGURE 12.A  
FORECAST CONTRACT PERFORMANCE

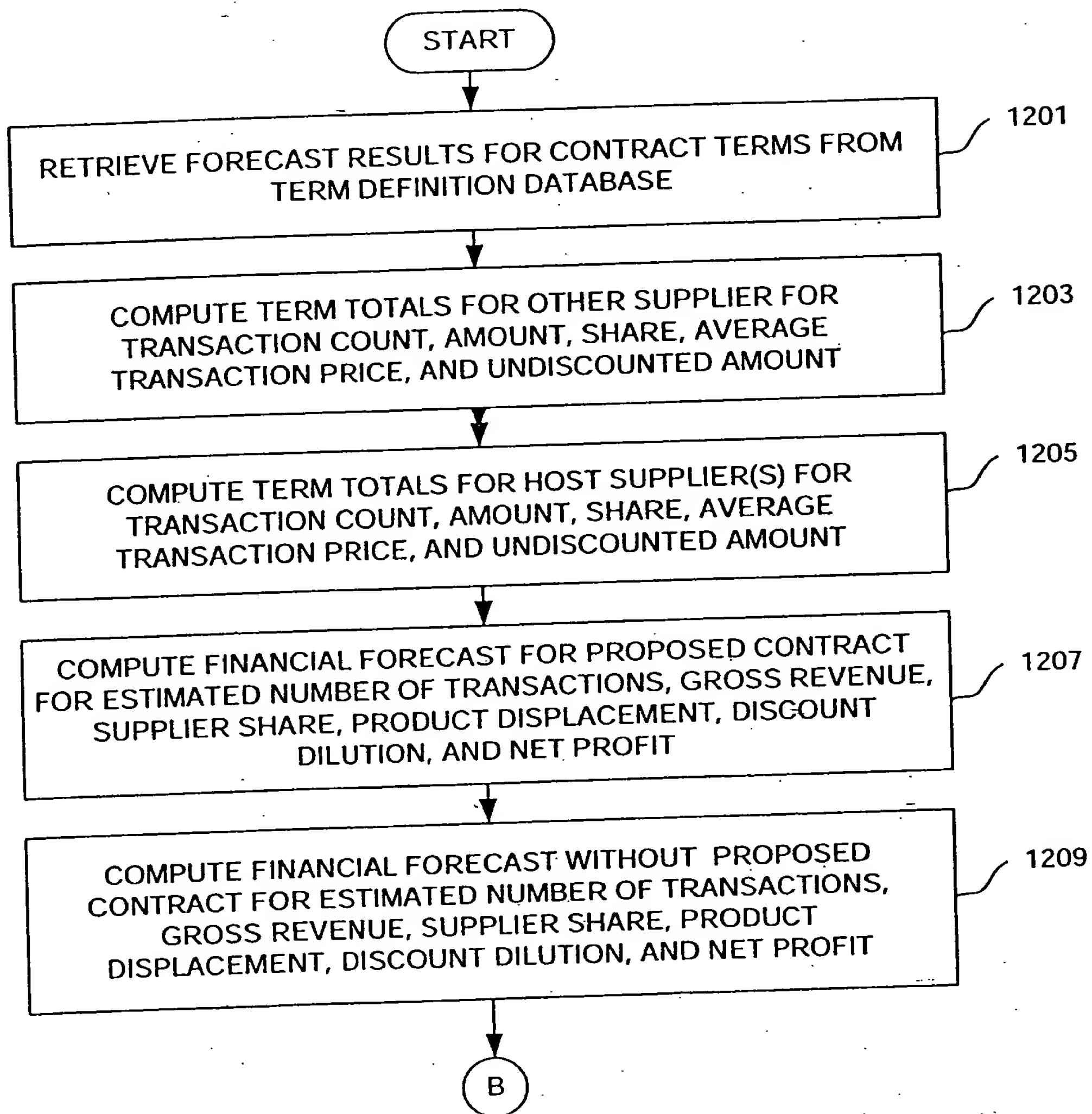


FIGURE 12.B  
FORECAST CONTRACT PERFORMANCE

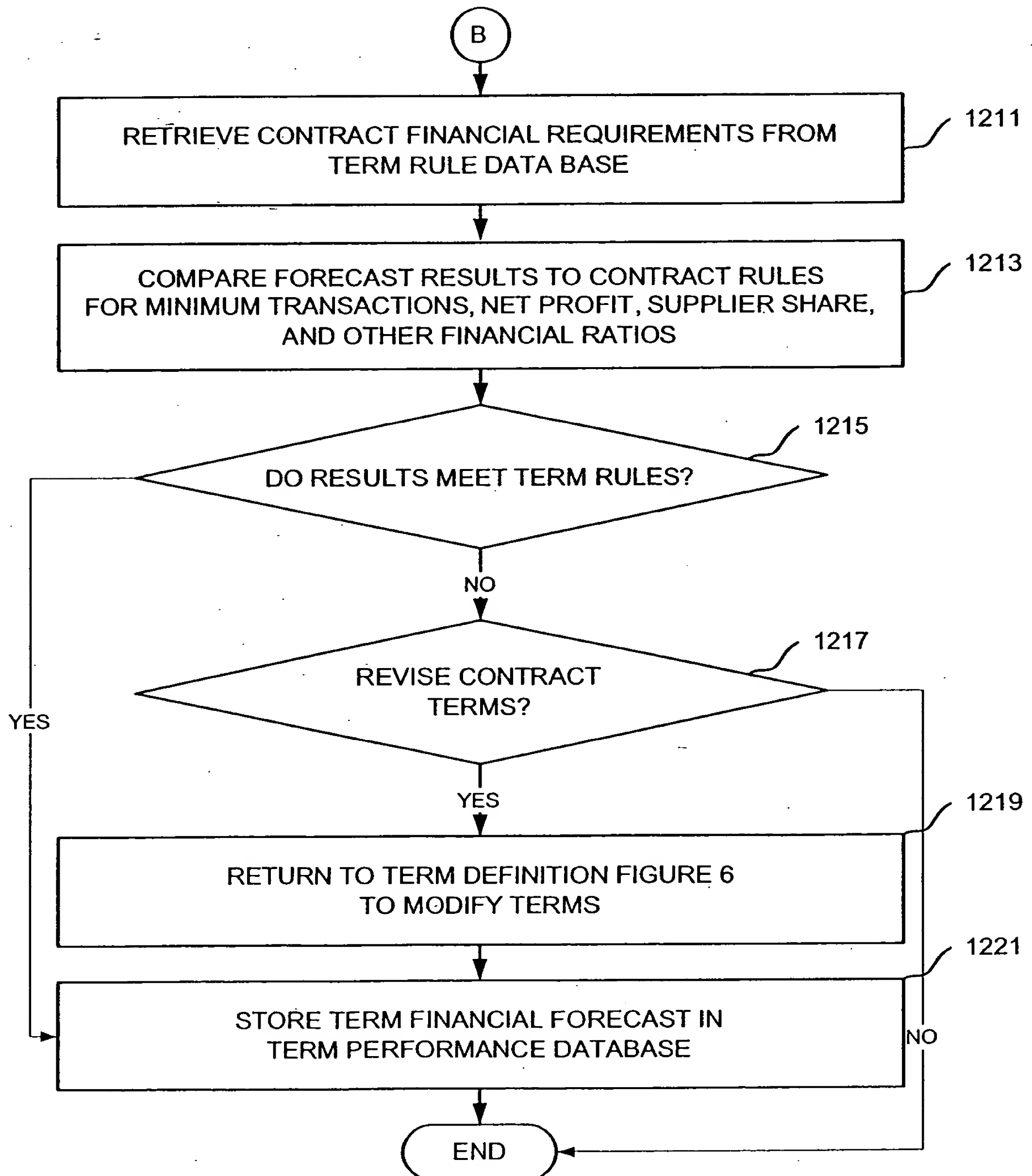


FIGURE 13  
PRODUCE AND DISTRIBUTE CONTRACTS AND TERMS

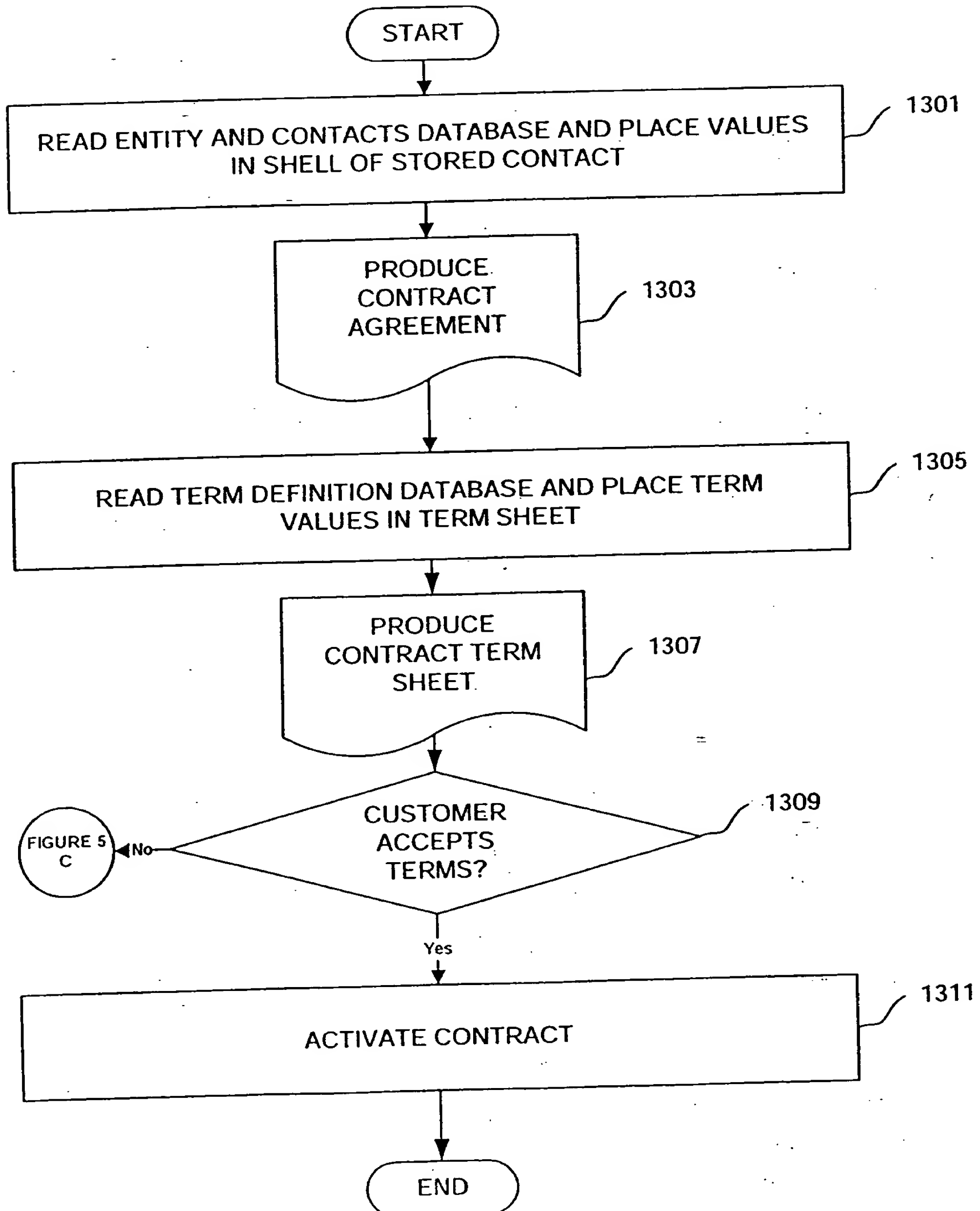




FIGURE 14.A  
AUDIT DISCOUNTED TRANSACTIONS

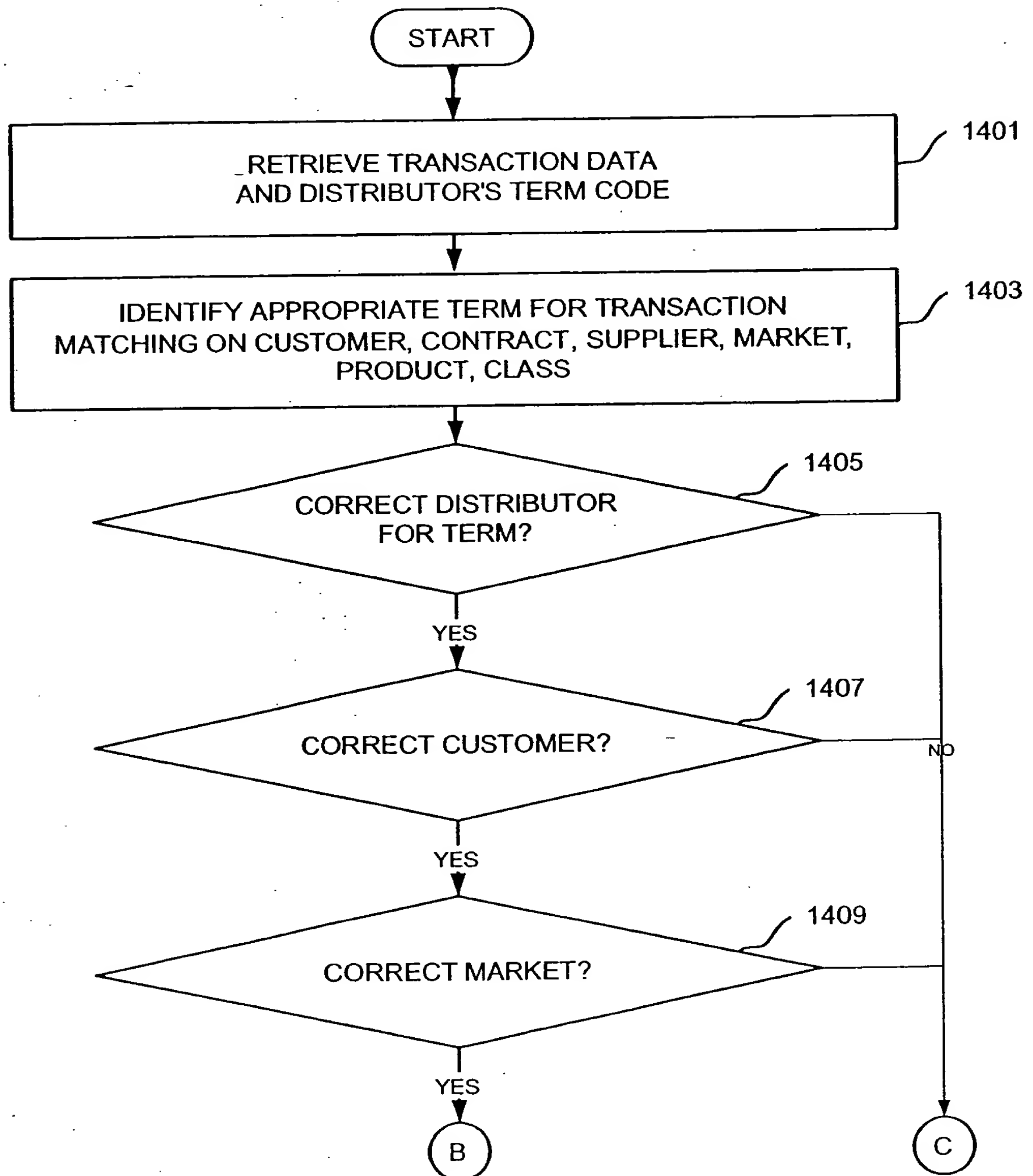


FIGURE 14.B  
AUDIT DISCOUNTED TRANSACTIONS

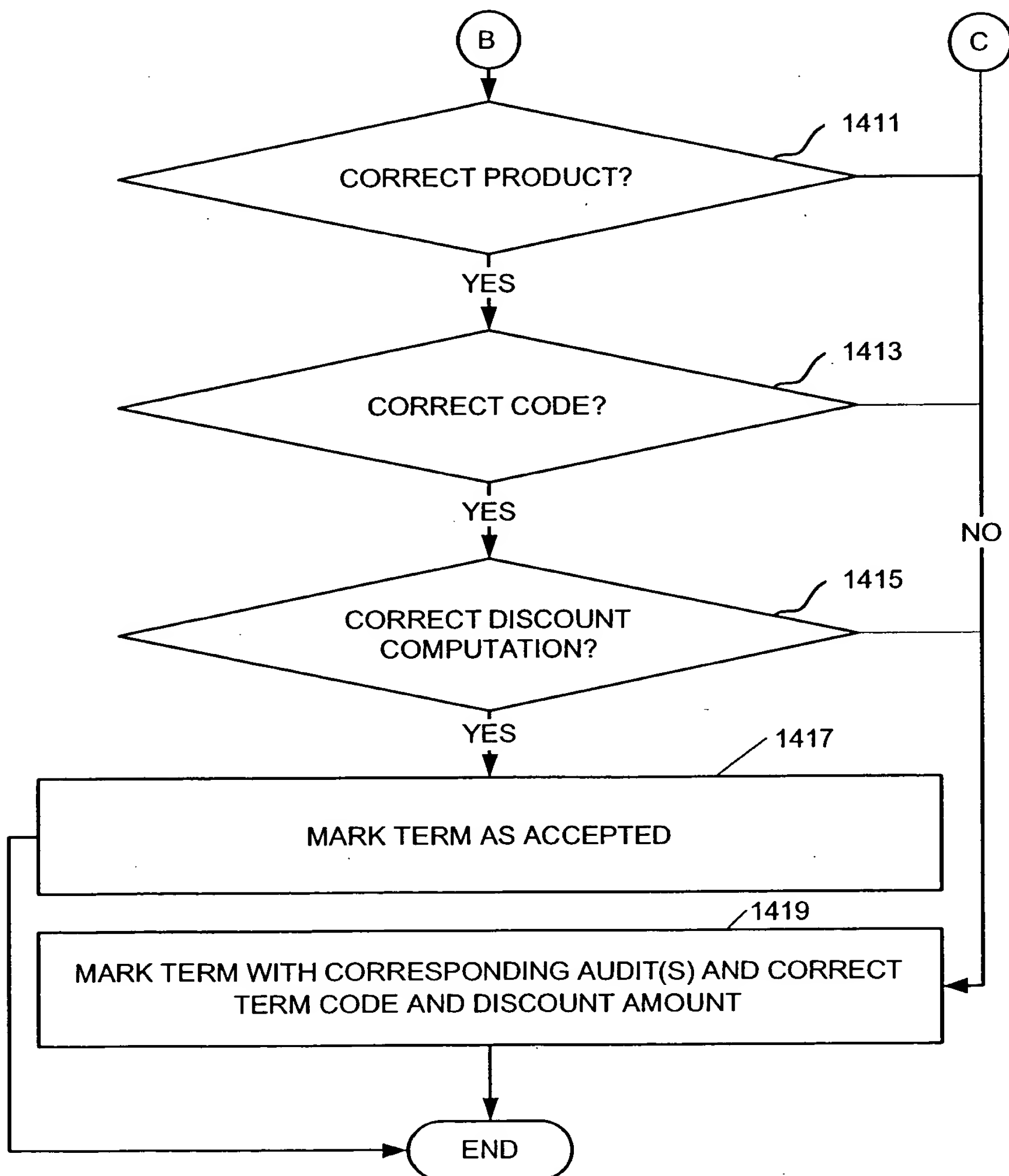


FIGURE 15A:  
MEASURE ACTUAL CONTRACT PERFORMANCE

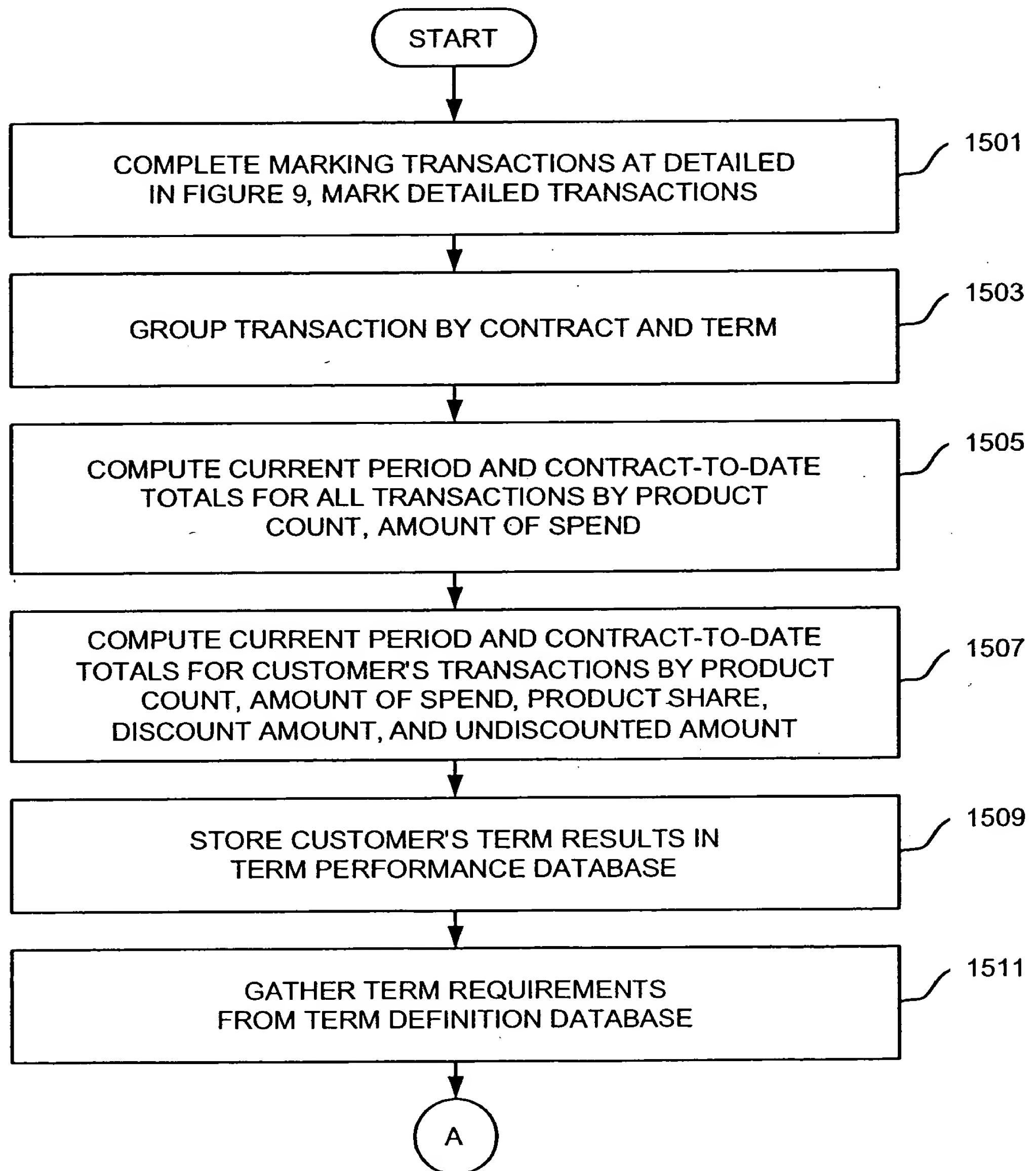


FIGURE 15B  
MEASURE ACTUAL CONTRACT PERFORMANCE

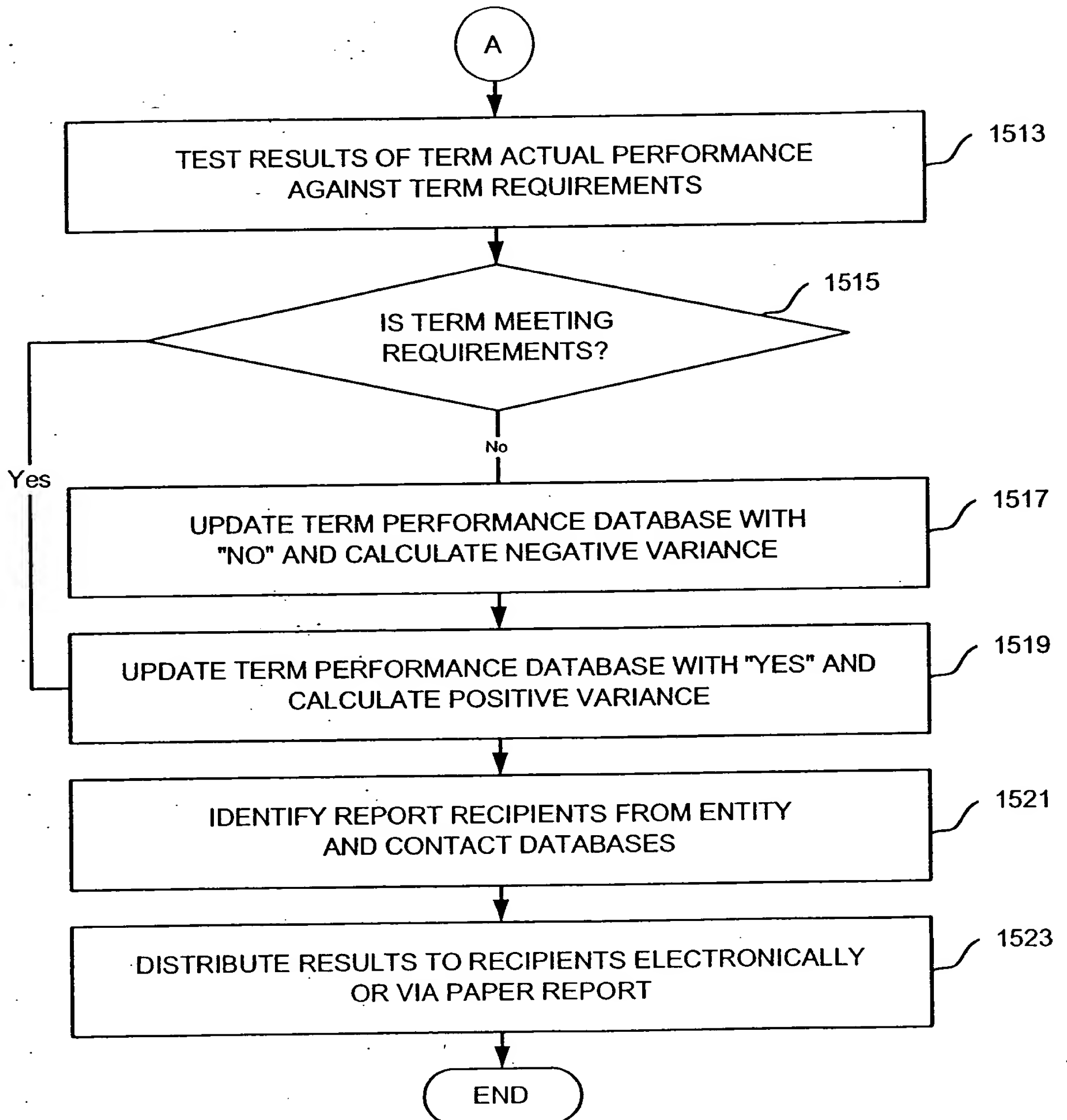


FIGURE 16:  
RECONCILE TERM PERFORMANCE

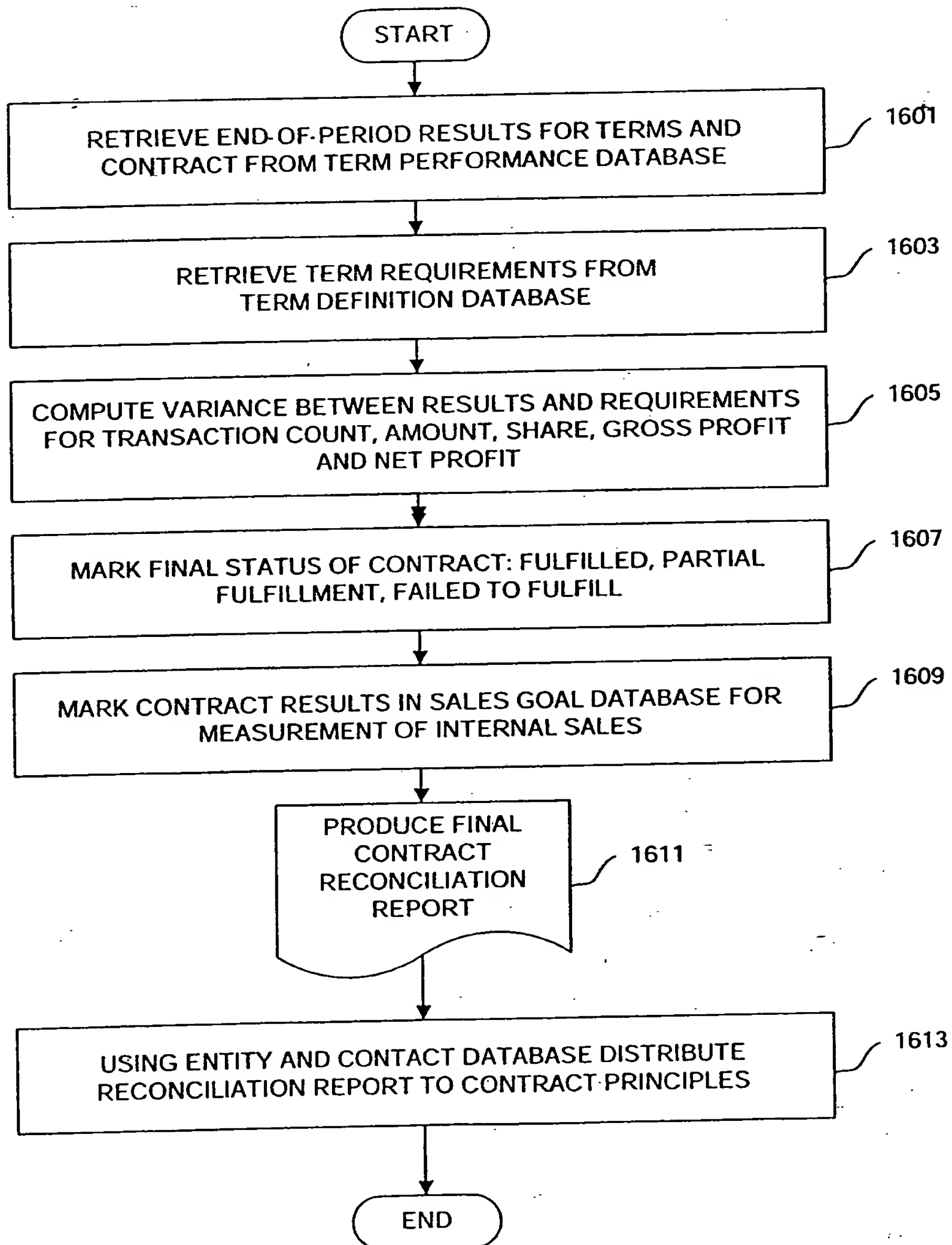


FIGURE 17:  
PAYOUT DISCOUNT

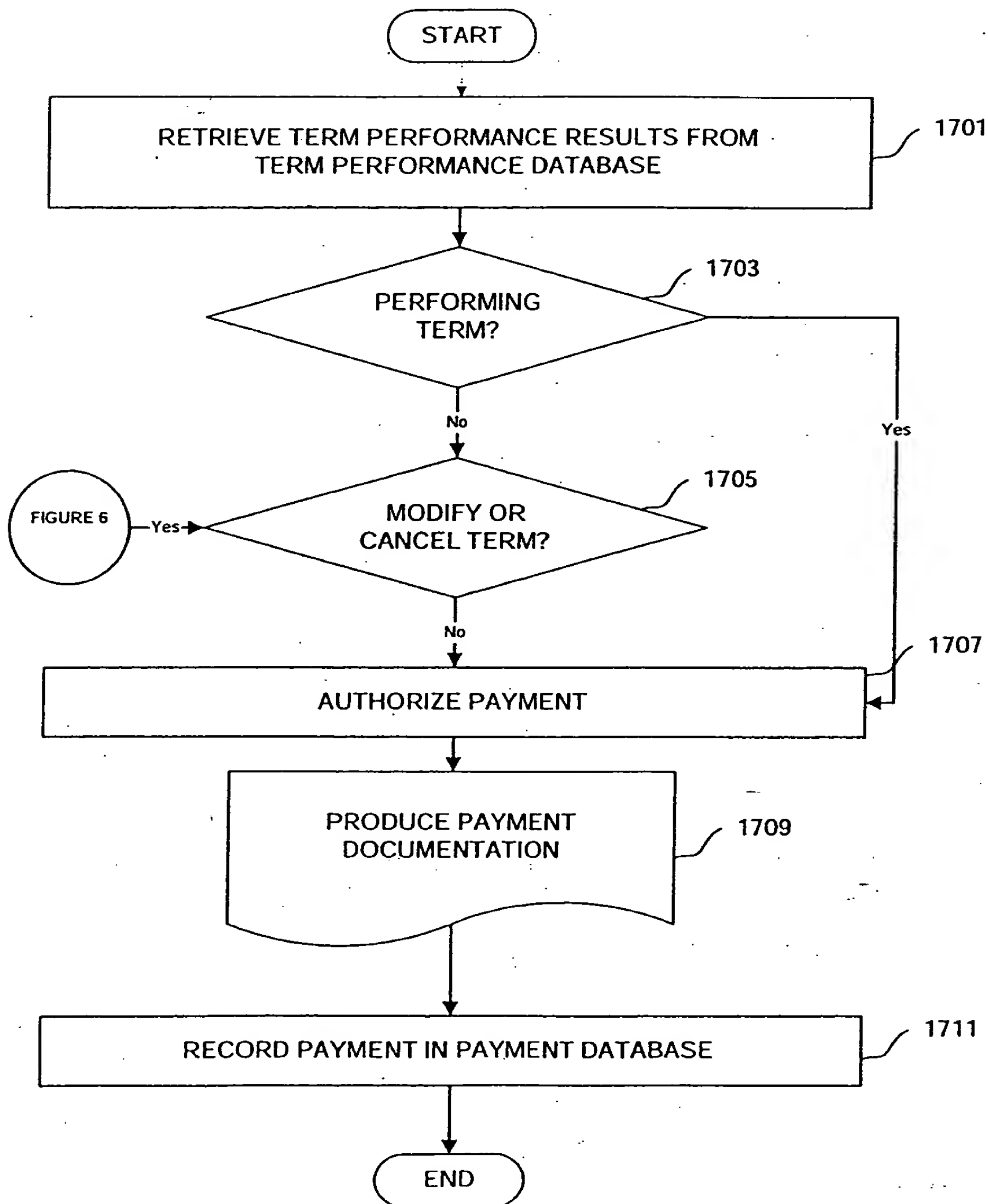


FIGURE 18:  
MANAGE SALES GOALS

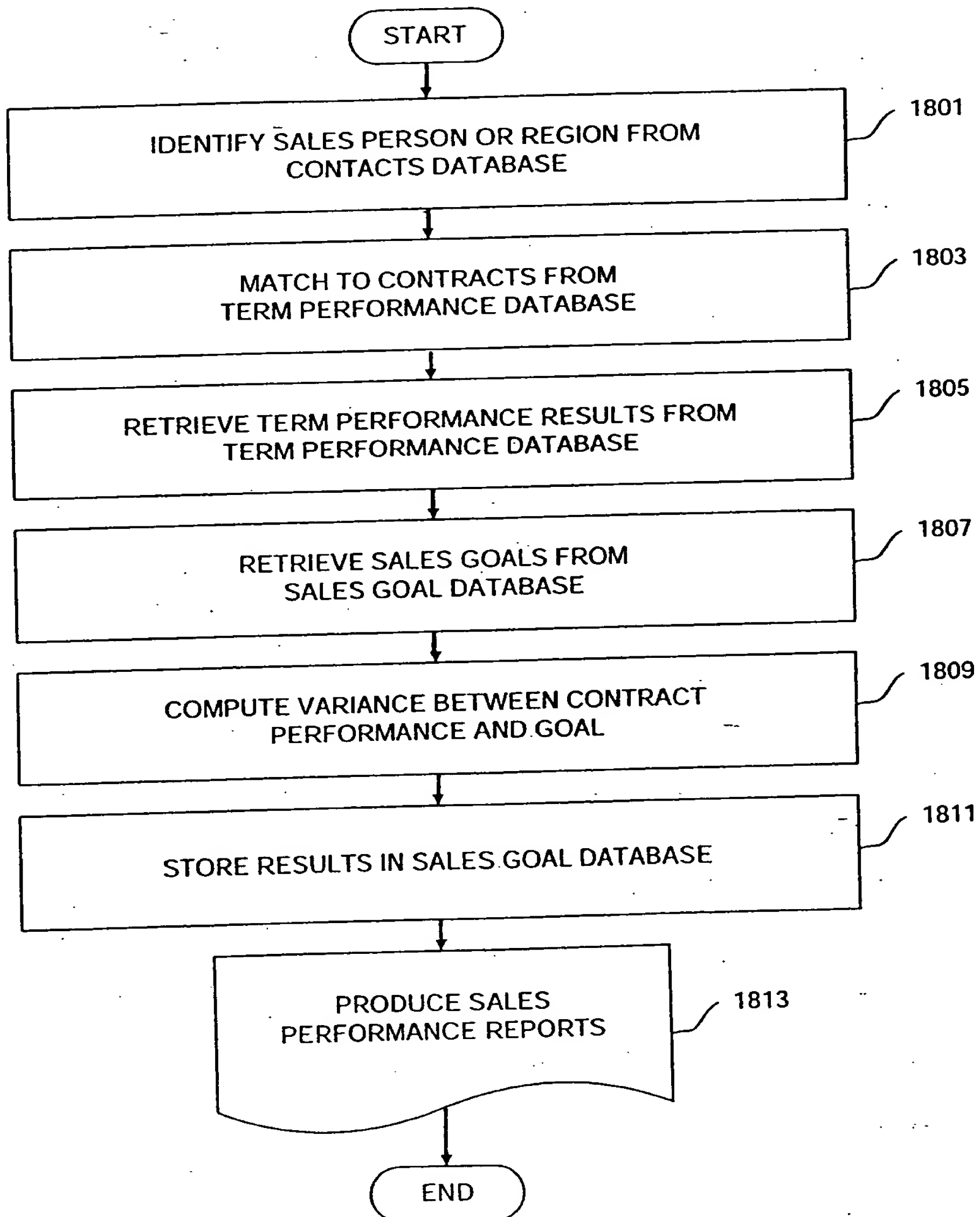


FIGURE 19  
TRANSACTION DETAIL DATA SCREEN

1903 1905 1907 1909 1911

1901

Ticket		PNR Locator		BXY245	
Ticket Number	66044709xx	Credit Card	Visa		
Validating Carrier	British Airways	Frequent Flyer #	BH12345678		
Issue Date	01 Jan 2000	Tour Code	14BV		
Passenger	Mr. John Doe	Commission	\$112.00		
Company	ABC Company	Tax	\$86.00		
Data Source	Anywhere Travel, Inc.	Amount	\$1,200.00		
Ticket Location	212253xx				

Segment	Origin & Destination	Journey			
1	Albuquerque	Houston	Atlanta		
2	Atlanta				
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Origin	Albuquerque	Cabin, Fare Type	Business
Connection	Houston	Fare Basis	J
Destination	Atlanta	Ticket Designator	66044709xx
Carrier	Continental Airlines	Contract	ABC2000
Operating Carrier	Continental Airlines	Net Amount	\$557.00
Depart Date	16 Jan 2000	Amount	\$600.00
Depart Time	7:40 am	Full Fare	\$800.00
Arrive Date	16 Jan 2000	Low Fare	\$0.00
Arrive Time	2:15 pm	Discount	\$200.00
Trip duration	4:30	Revenue Per Mile	.47

US to US



FIGURE 20  
MARKET ANALYSIS SUMMARY SCREEN

2003 2005 2007 2009 2011

Term	Market	Cabin	Total Flights	Amount	Host Flights	Host Amount	NAS	Share	Percent of NAS
US to US	CMH - EWR	Economy	1,124	330,154	1,036	306,368	50%	92%	184%
US to US	CMH - EWR	Discount	308	35,593	296	34,676	50%	96%	192%
US to US	CMH - EWR	Economy	2,020	560,058	1,972	546,075	50%	98%	196%
US to US	CMH - EWR	Discount	184	25,647	176	24,199	50%	96%	192%
US to US	CVG - EWR	First Class	8	2,971	0	0	38%	0%	0%
US to US	CVG - EWR	Economy	2,424	717,894	764	205,627	33%	32%	97%
US to US	CVG - EWR	Discount	1,956	400,478	176	19,750	33%	9%	27%
US to US	CVG - EWR	Economy	2,176	622,224	1,424	389,845	33%	65%	197%
US to US	CVG - EWR	Discount	920	172,033	140	13,925	33%	15%	45%
US to US	DCA - EWR	Economy	2,424	314,900	2,424	314,900	100%	100%	100%
US to US	DCA - EWR	Discount	140	9,478	140	9,478	100%	100%	100%
US to US	DCA - EWR	Economy	7,064	906,571	7,064	906,571	100%	100%	100%
US to US	DCA - EWR	Discount	280	18,891	280	18,891	100%	100%	100%
US to US	DEN - EWR	First Class	36	23,197	8	6,510	36%	22%	61%
US to US	DEN - EWR	Economy	52	30,289	20	12,005	37%	38%	103%
US to US	DEN - EWR	Discount	3,244	915,660	500	142,976	37%	15%	41%
US to US	DEN - EWR	Economy	76	46,664	68	41,793	37%	89%	241%
US to US	DEN - EWR	Discount	6,244	1,779,567	3,220	950,316	37%	52%	141%
US to US	DFW - EWR	First Class	24	13,759	12	7,789	29%	50%	172%
US to US	DFW - EWR	Economy	2,608	1,392,186	1,196	586,437	30%	46%	153%
US to US	DFW - EWR	Discount	3,520	383,270	2,036	206,152	30%	58%	193%
Total			308,904	\$65,053,280	191,512	\$40,266,812			

2001

FIGURE 21A  
DISCOUNT-ON REQUIREMENTS SCREEN

2103 2105 2107

The screenshot shows a software window titled "Setup" with a close button (X) in the top right corner. Below the title bar are three tabs: "Discount On", "Measure On", and "Financial Terms". The "Discount On" tab is active. On the left, a "Select" list contains the following items: Cabin, Carrier, Validating, Day of Week, Fare Basis, Fare Type, Flight Number, Market, Market Pair, Market Type, Market, Connection, Market, Cross Continent, Market, Cross Country, and Service Class. The "Service Class" item is highlighted. In the center, the "Operator" is set to "Not equal to" and the "Service Class" is set to "T". Below these are "Add" and "Remove" buttons. On the right, the "Term" section displays a list of requirements: "Market Pair" Equal to "EWR: Newark, NJ/IAD: Washington-Dulles, ...", "EWR: Newark, NJ/LAX: Los Angeles, CA", "EWR: Newark, NJ/MCO: Orlando Intl, FL", "EWR: Newark, NJ/MSP: Minneapolis, MN", and "EWR: Newark, NJ/ORD: Chicago-O'Hare, IL"; "Cabin" Equal to "First Class", "Economy", and "Monday"; "Day of Week" Equal to "Monday", "Tuesday", "Wednesday", "Thursday", and "Friday"; and "Service Class" Not equal to "T". At the bottom right of the window are "Update" and "Remove" buttons. A callout 2101 points to the right edge of the window.

Discount On | Measure On | Financial Terms

Select

- Cabin
- Carrier, Validating
- Day of Week
- Fare Basis
- Fare Type
- Flight Number
- Market
- Market Pair
- Market Type
- Market, Connection
- Market, Cross Continent
- Market, Cross Country
- Service Class

Operator

Not equal to

Service Class

T

Add Remove

Term

Market Pair	Equal to	EWR: Newark, NJ/IAD: Washington-Dulles, ... EWR: Newark, NJ/LAX: Los Angeles, CA EWR: Newark, NJ/MCO: Orlando Intl, FL EWR: Newark, NJ/MSP: Minneapolis, MN EWR: Newark, NJ/ORD: Chicago-O'Hare, IL
Cabin	Equal to	First Class Economy Monday
Day of Week	Equal to	Monday Tuesday Wednesday Thursday Friday
Service Class	Not equal to	T

Update Remove

2101

FIGURE 21B  
MEASURE-ON REQUIREMENTS SCREEN

2111                      2113                      2115

Setup Term

Discount On | **Measure On** | Financial Terms

Select

Cabin  
Carrier, Validating  
Fare Basis  
Fare Type  
Market  
**Market Pair**  
Market Type  
Market, Connection  
Market, Cross Continent  
Market, Cross Country  
Service Class

Direction

☒ Between  
☐ Directional

Operator

Equal to

Origin

☒ Airport      ☐ Metro  
☐ Country      ☐ Continent  
☐ State      ☐ Entity  
☐ Airport Type      ☐ Is Online

EWR: Newark, NJ

Destination

☐ Airport      ☐ Metro  
☒ Country      ☐ Continent  
☐ State      ☐ Entity  
☐ Airport Type      ☐ Is Online

United States

EWR: Newark, NJ      United States

Add      Remove

Term

Market Pair	Equal to	EWR: Newark, NJ/United States
Cabin	Equal to	First Class Economy
Service Class	Not equal to	T

Update      Remove      Clone Discount On

FIGURE 21C  
FINANCIAL REQUIREMENTS SCREEN

2119 2121 2123 2125 2117

The screenshot shows a software window titled "Setup Term" with a tabbed interface. The "Financial Terms" tab is active. The window is divided into several sections:

- Left Panel:**
  - Title:** A text field containing "Newair".
  - Term Period:**
    - Begin Date: 01 Jan 1999
    - End Date: 31 Dec 2000
  - Agency Compensation:**
    - Net of Commission: ☒
    - Net of Override: ☒
    - Credit Card: ☐
  - Special Conditions:** A large empty text area.
  - Discount:**
    - Time of Ticketing: ☒
    - Requirement: Share of Flights (dropdown) 85%
    - Discount: Percent (dropdown) 20%
    - Buttons: Add, Remove
  - Requirement:** A section with a label and a large empty text area.
- Right Panel:**
  - Analysis Preview:** A table with 6 columns: Criteria, All Carriers, No Deal, Current, Proposed, and Incremental.
 

Criteria	All Carriers	No Deal	Current	Proposed	Incremental
Fair Share	37 %		0 %	20 %	
Discount		17 %	79 %	85 %	6 %
Share					
Passengers	16,984	2,907	13,480	14,439	959
Average Fare	\$321	\$337	\$335	\$265	(\$70)
Gross Revenue	\$5,454,994	\$979,509	\$4,520,016	\$3,824,801	\$2,845,292
Net Revenue		\$608,056	\$3,883,254	\$2,452,844	\$1,844,789
Customer Savings			\$0	\$956,200	\$956,200
Profit/Savings Ratio				1.99	
Profit/Dilution Ratio				4.88	
Fair Share Ratio				2.30	
  - Buttons:** Check Profitability, Check Share, Acceptable.



**FIGURE 22**  
**CONTRACT FORECAST SCREEN**

[illegible]

FIGURE 23:  
ACTUAL CONTRACT PERFORMANCE SCREEN

Contract Term	Host Flights	Market Share	Host Net Amount	Market Share	Measure	Requirement	Variance	Fulfilled
ABC Company								
US48-US48	27,010	63%	\$5,402,928	67%	Share of Flights	74%	-11%	No
IAH-DomesticMarkets	7,588	80%	1,753,937	88%	Share of Flights	92%	-8%	No
IAH-LGW/CDG/AMAN Term	1,854	93%	3,401,248	92%	Share of Flights	88%	5%	Yes
US48-Canada/LatinAm/Mexico	481	44%	392,840	53%	No Requirement	0	0%	Yes
US48-Europe	250	38%	444,032	34%	No Requirement	0	0%	Yes
IAH-MTY/AMEX	103	100%	38,442	100%	Share of Flights	90%	1%	No
IAH-BRU/FR/LHR Term	35	53%	55,382	51%	Share of Flights	60%	-7%	No
US48-AMS Term	23	17%	37,200	18%	Share of Flights	20%	-3%	No
Total	37,443	67%	\$11,876,116	71%				
Minimum	42,775		\$12,170,870					No
Contract Performance	-5,332	-14%	-\$502,954	-4%				